

The



# CHEMIST AND DRUGGIST

Established 1859

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No. 2833.  
VOL. CXX.

MAY 26, 1934

Annual Subscription (with  
Diary) 20/- Single Copies 9d.

Wide-awake Chemists  
realise that 'Allenburys'  
Cereal is New Business

A chemist reports:

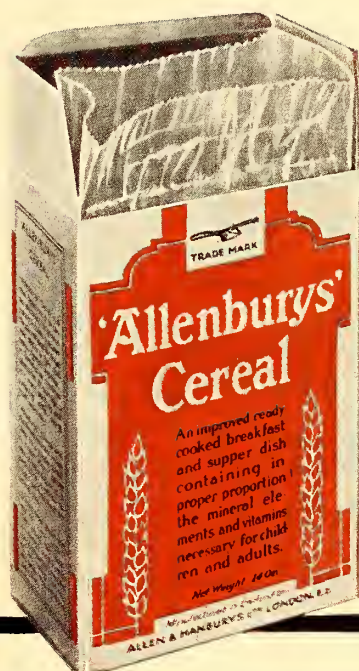
"I put 12 packets of your Cereal with  
the showcard in my window and was  
astonished to find that, within a week,  
and without any effort, they had all  
been sold."

Try it!

## Allenburys Cereal

**A DELICIOUS NEW  
BREAKFAST FOOD**

Containing all the  
essential Vitamins  
and Minerals



Telephone: Bishopsgate 3201 (12 lines)  
Telegraphic Address: "Greenburys Beth London"

**Allen & Hanburys Ltd.**  
London, E. 2



# Up-to-date products that are worth pushing...



## Instantaneous Elastic First Aid !

Elastoplast Dressings are elastic, self-adhesive and antiseptic. They mould easily, the elasticity permits free movement and they do not slip or ruck. Every person who passes your window is a potential customer for one of these neat, handy pocket tins.

Display them prominently in your window and on your counter!

In handy tins, 3d., 6d. & 1/- . Boxed in one dozens. 3d., 6d. and 1/- sizes.

Trade Prices 2/-, 4/- and 8/- per dozen.

Also on attractive display cards  
Six 3d. and six 6d. sizes.  
Retail value 4/6.

Trade 3/- per card.



Display this 1-dozen outer on your counter.

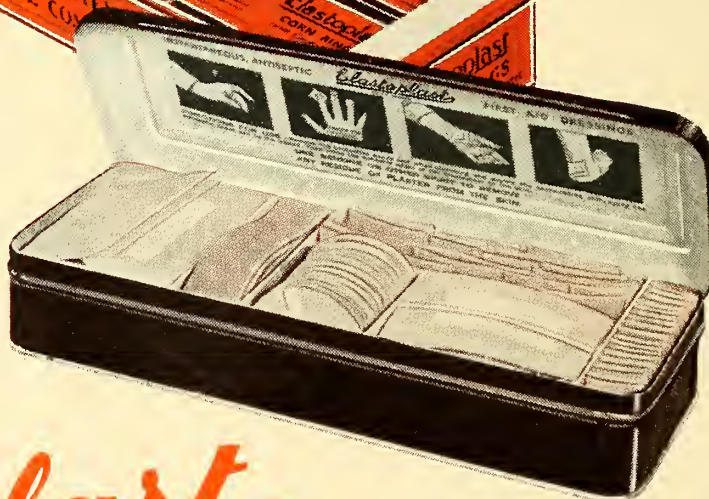
## CORN RINGS—

with elastic strips, self-adhesive and medicated.

Elastoplast Corn Rings provide the only corn plaster that ensures the cap being always comfortably in position over the corn. They are most comfortable to wear, and within three days the corn should come away. The toes are kept entirely free from restriction and the soft pad cushions the corn from injury and chafing from boots or shoes.

RETAIL : 6d. per Carton of 4 Rings

WHOLESALE : 4/- per dozen Cartons.



# Elastoplast

Reg. name

British made by

**T. J. SMITH & NEPHEW LIMITED**  
LONDON HULL MANCHESTER GLASGOW

Manufacturers of Paragon Brand Surgical Dressings.

## DOCTOR'S SET

Contains 117 self-adhesive, antiseptic and elastic dressings in a variety of sizes, for cuts, boils, wounds, etc. Invaluable for Hospital, Surgery and Factory Dressing Room.

Tin Complete : Retail 10 6. Medical 9/-.

Trade 7 6.

Order through your wholesaler.





## 1869. Suez Canal is Opened

A great gathering of Kings, Princes, Ministers. An international event. With salutes of cannon, illuminations and festivities, the Suez Canal became an accomplished fact. Linking East with West, the old with the new; a symbol of progress in a century of inception, growth and development. A century through which the house of Suttley & Silverlock grew and flourished, keeping always abreast of times wherein the new was replacing the old, yet never forgetting the lessons of the older experiences.

Today, this linking of older traditions with the newer methods is found in our modern plant at Andover, where the craft pride of 1869 blends with the efficiency of 1934. We have always been specialists in fine printing to the Pharmaceutical and Medical Professions—labels, cartons, leaflets, booklets, forms, etc., etc. Invite our quotations to-day.

# *Suttley & Silverlock Ltd.*

*Printers of Quality to the Pharmaceutical and Medical Professions*

184 Strand, London, W.C. 2

Telephone: Temple Bar 3464

Telegrams: Silverlock, Estrand, London

*National Advertising begins*

on **MAY 31**<sup>ST.</sup> *for*

**MACLEANS PEROXIDE Shaving Cream**



**PROFIT**  
**36%**  
**ON TURNOVER**  
**ON DIRECT**  
**ORDERS**

**2 Tubes Free**

*with every dozen  
 ordered Direct*

On May 31st the first big announcement for Macleans Peroxide Shaving Cream—a whole double-column advertisement—will appear in the "Daily Mail." And it will be followed week in, week out with convincing Maclean advertising. This new is of paramount importance to every chemist: for the "Daily Mail" is one of the most powerful selling media of our day.

The first advertisement appears on Thursday and orders sent today will be despatched at once packed in threes, in small easy-to-display outers with plenty of good-looking show-material, in time for you to dress your windows for Friday's inevitable demand. And if you post your order direct to us you get, automatically, our display bonus of 2 FREE TUBES TO EVERY DOZEN. These terms give you a profit of 36% on turnover on a nationally advertised line—half-sold before reaches your pharmacy.

PRICES. Large. Retail 1/3. 11/3 per dozen.  
 Small. Retail 6d. 4/6 per dozen.

MACLEANS LIMITED



Nearly 2,000,000 readers  
will see this advertising in the

# Daily Mail

41,515,000

copies of our  
advertisements  
will be printed  
during the  
run of this  
campaign.

**Link  
your display  
with this  
publicity**

**For tough beards  
and sensitive skins**



'Phone: Ealing 6616  
Wires: Macleans, Brentford

Address GREAT WEST ROAD, BRENTFORD, MIDDLESEX



# Famous Figures

(7)



ST. HILDEGARD

The Abbe-<sup>s</sup> Hildegard was a very remarkable and original personality, and is known as "the greatest German woman." Born in 1098 at Schloss Bockelheim, Bingen, she lived from the age of eight in the Benedictine Convent of Disibodenberg. She became Abbess in 1136, and died in 1179 as Mother Superior of the Convent she founded at Rupertsberg bei Bingen, near her ancestral home. This became a centre of spiritual enlightenment and physical healing and thousands from all parts of Europe made the pilgrimage to seek the aid of her divine powers. Her piety, natural ability and erudition earned for her the highest tributes from the temporal and spiritual heads of her time. The common people of the Catholic faith have for centuries honoured her as a Saint but there is no record of her actual canonization. Her name appears in the Book of Martyrs. St. Hildegard, as a result of deep and concrete scientific studies, published several important books—one of exceptional interest to pharmacists. This appeared between 1150 and 1160 under the title "Physika" and is a natural science work largely concerned with materia medica. It comprises nine volumes of rare historical and linguistic value, being written in beautiful Latin with copious references in old German. This practical mystic broke away from the Dioscorides tradition, and her distinctive treatise is unquestionably based upon the medicinal doctrines of German folk-lore and upon information obtained through contact with gatherers of herbs. Another work, "Causae et Cures" deals exclusively with the origin and treatment of disease. St. Hildegard mentions althea, valerian, conium, hyoscyamus, lavender, papaver, fennel and foenicul-grae, amongst a host of other drugs.

WHOLESALE TRADE ONLY

*Our portrait is taken from an old oil painting in which the Saint is shown exorcising the devil. (Rochus-Chapel, Bingen.)*

**In Pharmacy**  
AND ITS ALLIED FIELDS

# STAFF ALLEN'S

EXTRACTS      TINCTURES  
POWDERS  
ETC., ETC.

ALTHÆA  
FŒNICULUM  
FŒNUM-GRÆCUM  
HYOSCYAMUS  
LAVANDULA  
OPIUM  
VALERIANA

**STAFFORD ALLEN  
& SONS LTD.**

MANUFACTURING CHEMISTS

COWPER STREET, LONDON,  
E.C.2.

100 Years of Service

Established 1833



## INDEX TO ADVERTISERS

Addis, R., & Son (Toothbrushes) .....	16	Cartwright, W. B., Ltd. (Indigestion Tablets) .....	9	Fink, F., & Co. (Gums) .....	26
Allen & Hanburys, Ltd. (Breakfast Food) .....	Cover	Cassell, F. W., & Co., Ltd. (Surgical Rubber Goods) .....	xxiv	Ford, Shapland & Co., Ltd. ("Sol-vo" Toilet Paper) .....	xxv
Allen, Stafford, & Sons, Ltd. (Extracts, &c.) .....	4	Castle, Huskisson, Ltd. (Tablets, &c.) .....	v	Fromm, H. (Morfi Rubber Products, &c.) .....	xxx
Anglo-French Drug Co., Ltd. (Biomucine, &c.) .....	x	Cataline Co. (Veterinary Medicines) .....	xxix	Gambles, J. C., & Co., Ltd. (Cutex, &c.) .....	15, 18
Anzora Perfumery Co., Ltd. (Anzora Cream, &c.) .....	18	Cavendish Chemical Co. (New York), Ltd. .....	viii	Genatosan, Ltd. (Sanatogen, &c.) .....	xiii
Arnfield, J. C., & Sons, Ltd. (Raspberry Vinegar, &c.) .....	iii	Christy, T., & Co. (Cachet Machines, Co-re-ga) .....	26, 32	George, Ernest J., & Co. (Valuer, &c.) .....	Col. Supp.
Aspro, Ltd. (Aspro) .....	xi	Clark, S. F. (Valner, &c.) .....	Col. Supp.	Gibbs, Antony, & Sons (Iodine) .....	v
Association of Manfg. Chemists, Ltd. Col. Supp. .....	Col. Supp.	Clements, Newling & Co., Ltd. (Shop-fittings) .....	21	Grout & Co., Ltd. ("Vic" Wrist Support, &c.) .....	xxiii, xxv
Ayrton-Graham, Ltd. (Shopfittings) ...	28	Continental Laboratories, Ltd. (Taxol) .....	xviii	Guest, T., & Co., Ltd. (Chlorophyll Tablets) .....	23
Baker Metal Stopper Co., Ltd. (Screw Caps, &c.) .....	8	Cooper Laboratory, Ltd. (Tablets, &c.) .....	ii	Hackett, S. E. (Film Overstocks) .....	Col. Supp.
Bandoeng Quinine Factories (Quinine and Salts) .....	ii	Corfield, Ltd. (Rototherm) .....	xxii	Hairdressing Fair .....	7
Barnett, Jack L., Ltd. (Bottles) .....	xxviii	Cupal, Ltd. (Secto) .....	28	Hall, Forster & Co., Ltd. (Vaporisers) .....	Leader Page
Batley & Co. (Yerba Maté Tea) .....	26	Darwins, Ltd. (Rustless Edge Blades) .....	21	Haller Laboratories, Ltd. (Danysz Virus) .....	xxix
Bayer Products, Ltd. (Pharmaceutical Products) .....	vii	Davenport, J. T., Ltd. (Chlorodyne) ...	xiv	Hampden Residential Club .....	Col. Supp.
Beatson, Clark & Co., Ltd. (Shop Rounds) .....	xxvi	Dearborn (1923), Ltd. (Toilet Specialities) .....	16	Hampshire, F. W., & Co., Ltd. (Wasp Flyband) .....	30
Bell, John, Hills & Lucas, Ltd. (Sunburn Cream) .....	Leader Page	Dee Oil Co., Ltd. (Petroleum Jelly) .....	x	Hampson, Fredk. (British Bottles) .....	xxvii
Benger's Food, Ltd. (Foods) .....	32	Denver Chem. Mfg. Co. (Anti-phlogistine) .....	x	Hanson, W., & Sons, Ltd. (Bottles) .....	xxviii
Berdoe & Fish, Ltd. (Valuers, &c.) .....	Col. Supp.	Dick, W. B., & Co., Ltd. (Liquid Paraffin) .....	viii	Harrison, A., & Sons, Ltd. (Printing) ...	8
Betts & Co., Ltd. (Collapsible Tubes) ..	22	Distillers Co., Ltd. (D.C.L. Yeast Tablets) .....	xvi	Harvey & Co. (Dublin), Ltd. (Veterinary) .....	23
Box, W. H. (Box's Pills) .....	vii	Dixor, Ltd. (Toilet Preparations) .....	14	Haywood, J. H., Ltd. (Surgical Appliances) .....	xxiv
Buckley-Bowker Tablet Co., Ltd. (Tablets, &c.) .....	iv	Dubarry Perfumery Co., Ltd. (Sun-Bathing Oil, &c.) .....	Cover	Holroyd's Oil and Ceresine Co., Ltd. (Petroleum Jelly) .....	xiv
Burall Bros. (D. & P. Service) .....	22	Dudley & Co., Ltd. (Display Counters) ..	xx	Houbigant Perfumery .....	17
Burrough, James, Ltd. (S.V.R. for Tinctures) .....	Leader Page	Ellams & Co. (Leaflets) .....	22	Hubbuck, T., & Son, Ltd. (Oxide of Zinc) .....	iv
Burroughs Wellcome & Co. ("Haze-line" Snow") .....	31	Ensign, Ltd. (Lukos Film) .....	22	Ibberson, G., & Co. (Razor Blades) ...	16
Caldicot Tin Stamping Works, Ltd. (Decorated Tins) .....	xx	Euryle, Ltd. (Dentifrices) .....	18	Ingram & Royle, Ltd. ("Mineral Waters") .....	xix
Carnegie Bros., Ltd. (Chemicals, &c.) ...	v	Evans Sons Lescher & Webb, Ltd. (Olive Oil) .....	13		
Carter Bros. (Slumber Tea) .....	26	Fairchild Bros. & Foster ("Pepsencia") ..	Leader Page		
		Fairy Dyes, Ltd. (Dyes) .....	30		
		Fecher, M. J., Ltd. (Throat Brushes) ..	xxiv		
		Fellows Medical Manfg. Co., Ltd. (Fellows Syrup) .....	xvi		

[Continued overleaf.]

# Elasto

Regd

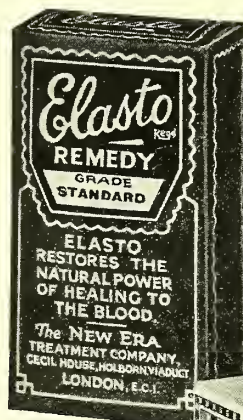
**For Varicose Veins,  
Varicose Ulcers, Eczema, Piles  
and all diseases of the veins  
and arteries.**

**HERE IS A SPLENDID OPPORTUNITY  
FOR EXTRA SALES. "ELASTO"  
IS A NON-COMPETITIVE LINE—  
ITS SALES MEAN NEW BUSINESS.**

**Increased advertising now in force.  
We advise you to show Elasto—it  
sells on sight!**

Prepared in the Laboratories of  
**THE NEW ERA TREATMENT CO. LTD.**  
(Dept. C.1),  
CECIL HOUSE - HOLBORN VIADUCT  
LONDON, E.C.

Full particulars, Showcards, and Leaflets on request



## Elasto Tablets

**5/- a box**  
(One month's supply)

**Wholesale  
45/- a doz.**

## Elasto Nature Salve

**3/- a box**

**Wholesale  
27/- a doz.** From your wholesaler



P.A.T.A.



**INDEX—cont.**

Jackson, Ernest, & Co., Ltd. (Glossettes).....	iv	National School of Chiropody.....	xxviii	Sherley, A. F., & Co., Ltd. (Veterinary Preparations).....	xxix
Josephs, Philip, & Sons, Ltd. (Shop fittings).....	xxviii, Col. Supp.	Nestlé & Anglo-Swiss Condensed Milk Co. (Lactogen).....	xxviii	Smith, Martin H., Co. (Ergoapinol).....	vi
La Parfumerie Moderne.....	28	New Era Treatment Co., Ltd. (Elasto).....	5	Smith, T. J., & Nephew, Ltd. (Elastoplast Dressings, &c.).....	Cover
Lawrence, T. B., Ltd. (Van Posters) ...	10	Norwegian Cod Liver Oil.....	xxi	Southall Bros. & Barclay, Ltd. (Sanitary Towels).....	xxvii
Lee, R. (Manicure Requisites).....	20	Ocean Razor Blades (Gt. Britain), Ltd. 16		Speer, W. R., & Son (Toothbrushes) ...	20
Leethems (Twilfit), Ltd. (Sanitary Towels).....	xxv	Orridge & Co. (Valuers, &c.).....	Col. Supp.	Spencer Bros. (Cruising Bags, &c.) ...	14
Levermore, A., & Co., Ltd. (Precipitated Chalk).....	26	Painés & Byrne, Ltd. (Glandular Products).....	Leader Page	Splett & Co. (Gelatine).....	xii
Lincoln and Midland Counties Drug Co., Ltd. (Clarke's Blood Mixture) ...	xii	Paramount Products, Ltd. (Confectionery).....	viii	Sterns, Ltd. (Oils, Petroleum).....	vii
Lipvac Flasks, Ltd. (Flasks).....	20	Parkinsons, Ltd. (Pills).....	Leader Page	Surgical Hosiery Co., Ltd. ....	xxii
Liverpool School of Pharmacy.....	23	Perken, Son & Co., Ltd. (Clinical Thermometers).....	xxv	Sutley & Silverlock, Ltd. (Chemists' Printing).....	1
Lofthouse & Saltmer, Ltd. (Halibut Liver Oil).....	xvi	Perry & Hope, Ltd. (Phosphate of Soda).....	26	Thompson & Capper Wholesale, Ltd. (Mothaks, &c.).....	12, 27
London Capsule Co. ("Adaptocaps").....	xxvi	Perry's Powders, Ltd. (Head Powders)	xiv	Tibbury, W. R., & Son (Toothbrushes) 26	
London College of Pharmacy.....	23	Petrolagar Labs., Ltd. (Endrine Nasal Compound).....	xii	Tomlinson, T., & Son (Valuers, &c.) ..	Col. Supp.
Longman, J. W., Ltd. (Herbaras).....	xv	Portens, G., & Sons (Leeds), Ltd. (Machinery).....	26	Tonicity Laboratories, Ltd. (Halmagon Brand Tablets).....	24, 25
Low, Son & Haydon (Toilet Preps.) ...	26	Poth, Hille & Co., Ltd. (Beeswax).....	viii	Tyrer, T., & Co., Ltd. (Sterling Brand Chemicals).....	iii
Lysol, Ltd. (Marshall's Lysol).....	ix	Potter & Clarke, Ltd. (Wholesale Druggists).....	29	United Chemists' Association, Ltd. (Health Salt).....	xvii
Macandrews & Forbes, Ltd. (Apollo Liqueur).....	ii	Prescriber, The.....	Leader Page	Vareen, Ltd. (Nail Polish).....	Leader Page
Macleans, Ltd. (Peroxide Shaving Cream).....	2, 3	Proprietary Agencies, Ltd. (Milk of Magnesia, &c.).....	32	Viggormalt, Ltd. (Home Brewing Malt and Hops).....	xxi
Mandall & Co., Ltd. (Licorine).....	xv	Purfinol, Ltd. (Liquid Paraffin, &c.) ...	xx	Ward, T., & Sons, Ltd. (Wardonia Razor).....	20
Matthews, D., & Son (Shopfittings).....	xxviii	Richter Gedeon (Gt. Britain), Ltd. (Organotherapeutical Products).....	xv	Washington Chemical Co., Ltd. (Cream of Magnesia).....	vi
Maund, F., & Berg, E., Ltd. (Showcases).....	Col. Supp.	Robb, A., & Co., Ltd. (Price Reductions).....	xxi	Watts, T., & Walker, Ltd. (Valuers, &c.).....	Col. Supp.
Maw, S., Son & Sons, Ltd. (Sundries) 11		Roberts & Newton (Labels).....	20	Westminster College of Pharmacy.....	25
Mawson Filter Co. (Mawson Filters) ...	28	Roberts' Patent Filling Machine Co. ...	30	Whitaker & Co. (Kendal), Ltd. (Straw Hat Dyes).....	xx
Maxwell, Plaistowe & Co., Ltd. (Sandwood Oil).....	vi	Robinson & Sons, Ltd. (Sanitary Towels).....	xxv	White, J. F., & Co. (Kompo).....	vi
Midgley & Parkinson, Ltd. (Yeast Preps.).....	26	Rudolph-Riddell, F. O. (Bronchovydrin, &c.).....	6	Willows, Francis, Butler & Thompson, Ltd. (Pollantin).....	xiv
Millar, A., & Co., Ltd. (Orange Wine) ..	xx	Savanil (Saccharin).....	26	Wright, Layman & Umney (1932), Ltd. (Coal Tar Soap).....	Cover
Miss Muffet Toilet Paper Co. ....	xxiv	Schutze, F., & Co., Ltd. (Surgical Appliances, &c.).....	xxvii	Zeal, G. H., Ltd. (Clinical Thermometers).....	xxii
Mitchell, N. W., & Snow, Ltd. (Corks).....	xxvi	Scurr, C. A. (Optical Tuition).....	xxviii	Zimmermann, A. & M. (Chemicals).....	v
Molson Ionized Iodine Co., Ltd. ....	26	Seymour, Jane, Ltd. (Toilet Preparations).....	19		
Mono Containers, Ltd. (Hygienic Containers).....	28	Shadeine Co. (Hair Dyes).....	26		
National Association of Opticians.....	Col. Supp.	Sharplin, W. J., Ltd. (Stoppers).....	xxvii		
National Cash Register Co., Ltd., The ..	21	Shawyer, A. J., & Co. (D. & P. Service) 22			
National Drug Industries, Ltd. (Suntan Oil, &c.).....	i				

# ASTHMA

## A. INHALATION THERAPY:—

### BRONCHOVYDRIN

(Papaverine—Eumydrine Nitrate plus Hormones of the Hypophysis and Adrenal Glands.)

Prompt and reliable arresting and prevention of ASTHMA Attacks by INHALATION with TRIPLEX Asthma Inhaler.

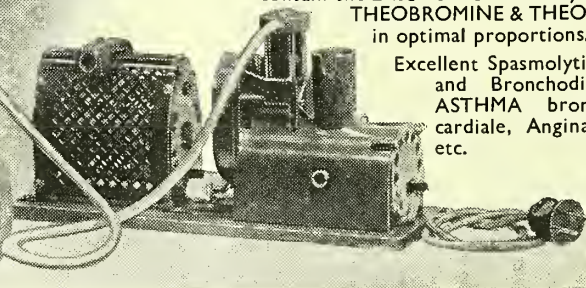
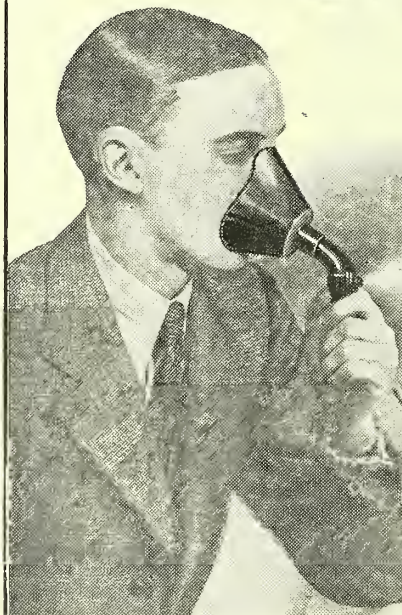
Most efficient and lasting results are obtained with the PNEUMOSTAT Electric Inhaler.

## B. RECTAL THERAPY:—

### SPASMOPURIN Suppositories

contain the 2 isomers of Dimethyl Xanthine, THEOBROMINE & THEOPHYLLINE in optimal proportions.

Excellent Spasmolytic, Diuretic and Bronchodilatoric in ASTHMA bronchiale et cardiale, Angina pectoris, etc.



LITERATURE with FULL PARTICULARS from:—

FRANCIS O. RUDLOPH - RIDDELL, Dept. CH.D.,

TELEPHONE: HOLBORN 9200

SENTINEL HOUSE, Southampton Row, LONDON, W.C.1



# LARGE ORDERS PLACED AT OLYMPIA!

The Hairdressing Fair held regularly in the famous Empire Hall at Olympia is easily the largest and most comprehensive display of perfumery, beauty preparations, fancy and toilet goods held anywhere under one roof. All the leading suppliers take generous stand space regularly, and large orders are placed for autumn and Christmas lines. It is an opportunity no manufacturer can afford to miss.

This year delegates from all over the world as well as thousands of members of the trade are coming to Olympia. The organisers are undertaking an extensive advertising campaign in the national and trade press and in all nearly a quarter of a million visitors are expected.

Mr. J. Emberton, A.R.I.B.A., the famous exhibition architect, has been commissioned to design the stands and layout of the exhibition. You can be certain, therefore, of being able to display your very latest lines and ideas to the very best advantage.

Write for the FREE prospectus which will be sent to you by return, giving you the fullest details of stand positions and prices to :—

Exhibition Manager : 1st Floor, 33 Great Queen Street, London, W.C.2. Telephone : Holborn 6515.



## A bigger, better and brighter HAIRDRESSING FAIR

### SEPT 25 — OCT 4



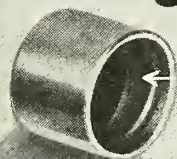


# POWDER BELLOWS

for  
Powders



## SCREW CAPS



Concealed  
Thread Caps

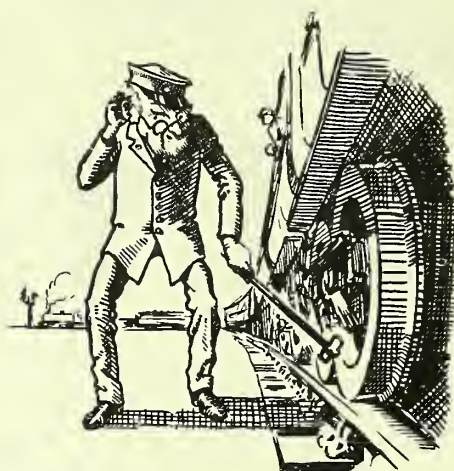


In  
Gilt and  
Enamel  
Spray  
for  
Face Cream Pots  
etc.

# BAKER METAL STOPPER CO. LTD.

HADLEY STREET, KEYHILL, BIRMINGHAM

'Phone: NORTHERN 1562. 'Grams: "SCREWCAP, BIRMINGHAM."



**CLANG ! CLANG !! CLANG !!!**

—for forty years or more this old Wheel-Tapping *Specialist* has listened for defaults —a *Specialist at his job*, and for fifty-six years **Harrison's** have specialised on only the very best of **Printing** to the **Drug** and **Allied Traders**.

From the smallest Chemists' Slip to the largest Catalogue the same meticulous care and craftsmanship are introduced to ensure a perfect job. To realise this Specialist Service you must send us your next Printing Enquiry.

**ALF HARRISON**  
**& SONS**  
CHEMISTS' AND  
ADVERTISING  
PRINTERS

**BURLEY ROAD, LEEDS—4**

LONDON OFFICE: SENTINEL HOUSE,  
SOUTHAMPTON ROW, W.C.1

'Phone: HOlborn 9200





## FOR A PROFITABLE DISPLAY

Due to the cumulative effect of constant recommendation and consistent advertising, Moorlands are in greater demand than ever. Moreover no other 7½d. nationally advertised article sells in such quantity as Moorlands and yields anything approaching the same percentage of profit.

*It pays to display Moorlands.*

*The Public will have*

**MOORLAND**  
BRAND  
**INDIGESTION TABLETS**

**W. B. CARTWRIGHT, LTD., Rawdon, Leeds.**





## HERE'S HEALTH!

Once again the proprietors of Andrews Liver Salt are using the T.B.L. van-poster to advertise their product in London and Provincial Towns.

They first used this form of advertising over ten years ago, and the fact that this year's campaign is the largest ever used for ANDREWS LIVER SALT is an added proof of the advertiser's satisfaction in our system—a system built on more than 23 years' experience.

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*PLEASE ASK FOR REVISED EDITION OF  
"COVERING THE COUNTRY."*

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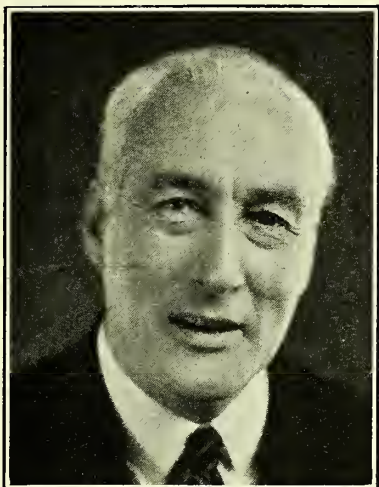
**T. B. LAWRENCE LTD.**

*ORIGINATORS OF POSTERS ON DELIVERY VANS.*

**NUMBER ONE, ARUNDEL STREET, W.C.2.**

TEMPLE BAR 4943.





**"I buy my  
Sundries from  
Maws —————  
because it pays  
me!"**

- They specialise in sundries alone and their range is complete.
- Maw's don't just sell *to me!* They plan sales *for me!*
- Their packing and presentation is second to none.
- They offer me unique Salesmakers and Display Cases of proved Selling Value.
- They have the only constructive policy offered to me. An exclusive range of branded sundries, the distribution of which is confined to qualified chemists, That's protection!
- They send a competent representative to visit me regularly, with a full range of samples.
- Their Showroom in London is the best in the trade.
- Having regard to their quality and policy, their prices are highly competitive.
- I find that their quality and reputation, *plus* my personal recommendation, is an unbeatable combination.

## **MAW OF LONDON**

### **SUNDRIES SUPPLIERS OF REPUTE**

S. MAW SON & SONS LTD., 7-12 ALDERSGATE STREET, LONDON, E.C.1

'Phone: NATional 2468 (Private Exchange)



# BETTER GRANULES make BETTER TABLETS!

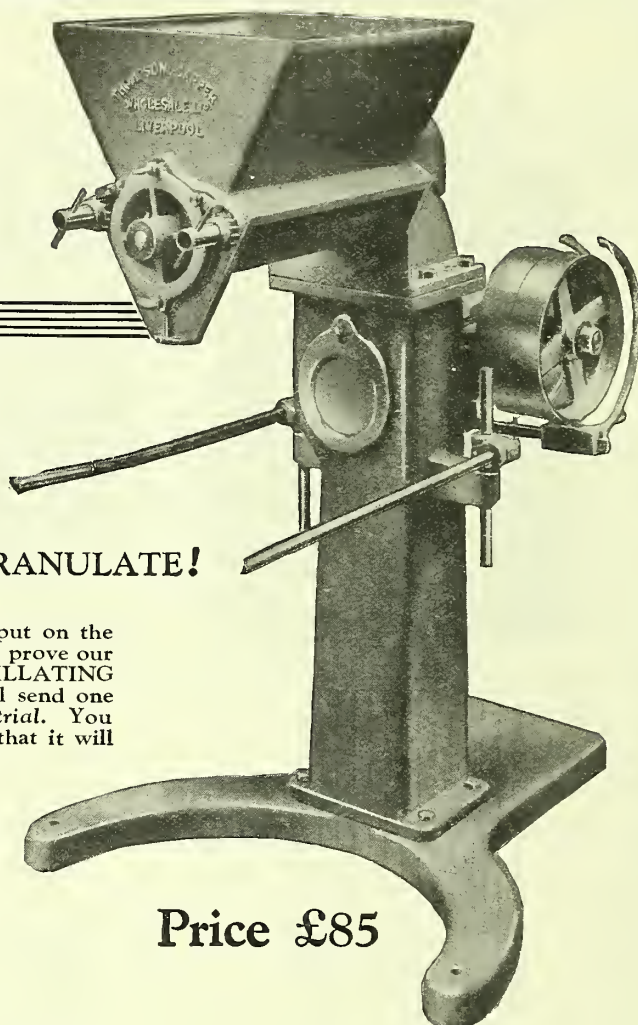
THIS GRANULATOR DOES GRANULATE!

We know there have been many Granulators put on the market which have proved unsatisfactory. To prove our statement that the STOKES MANESTY OSCILLATING GRANULATOR really does the work, we will send one to you, carriage paid, for three weeks' free trial. You will find that it makes perfect granules and that it will pay for itself very quickly.

## STOKES MANESTY OSCILLATING GRANULATOR

The output of this machine is about  $1\frac{1}{2}$  cwts. an hour, according to the material and the size of screen used. It is now supplied with stainless steel rotor and three screens of stainless steel gauze, and is an ideal machine for Aspirin and Salicylates. As soon as the merits of this Machine are known, there will not be a firm of Tablet-makers in the country that does not use it. We have only recently put this Machine on the market, but it has revolutionised the Tablet Department of those firms that have adopted it.

PLEASE WRITE FOR FULL PARTICULARS OF THIS AND  
OTHER TYPES OF CHEMICAL AND PHARMACEUTICAL  
MACHINERY



Price £85

### SPECIFICATION

Height : 4 ft. 2 in.  
Floorspace : 36 in. × 36 in.  
Pulleys : 10 in. × 2 in.  
Capacity : 150 lbs. per  
hour (approx.)  
Speed : 480 r.p.m.  
Power required : 1 h.p.  
Weight : 311 lb. net.

## THOMPSON & CAPPER WHOLESALE LTD.

MAKERS OF CHEMICAL AND PHARMACEUTICAL MACHINERY

MANESTY BUILDINGS, 5 COLLEGE LANE, LIVERPOOL, 1



# FOR THE **OLIVE OIL SEASON**



We offer  
advantageously  
**FINEST CREAM  
LUCCA OIL**

*Guaranteed Quality.*

In distinctive style  
Decorated Tins of  
one gallon.

Also in bottles in  
three styles, as  
here shown.



## PROVENCE SHAPE

Sizes, 2½ oz., 5 oz., 10 oz., 20 oz.

## CYLINDRICAL SHAPE

Sizes, 3½ oz., 6½ oz., 13½ oz.

## ROUND FACED FLATS

Sizes, 4 oz., 6 oz., 8 oz., 12 oz., 16 oz.

A SELECTION OF LABELS AVAILABLE FOR  
CHEMIST'S OWN NAME AND ADDRESS.

*A Free Jar of Olives supplied for minimum orders of one gross.*

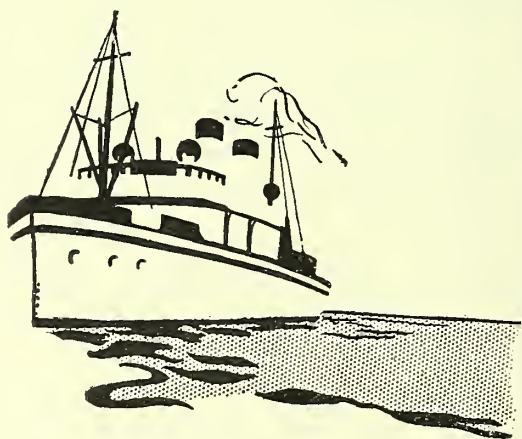
**EVANS SONS LESCHER & WEBB Ltd.**



# SPENCER'S PRODUCTS FOR MODERN NEEDS

THE LATEST IN—  
CRUISING BAGS  
TOILET HOLDALLS  
SPONGE & BEACH BAGS  
POWDER PUFFS  
FACE CLOTHS  
TOILET REQUISITES

ASK FOR SPENCER'S MAKE  
AND BE UP-TO-DATE

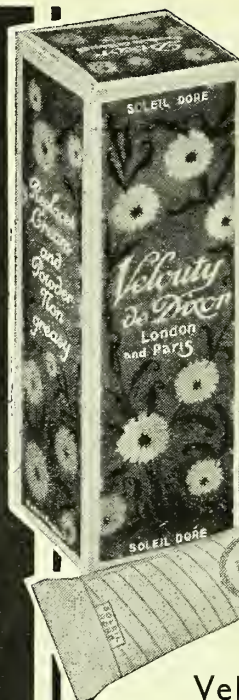


Wholesale and Export Manufacturers:

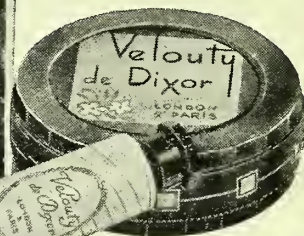
**SPENCER BROS.**

39 & 40 SHOE LANE, LONDON, E.C. 4

(C. J. SPENCER LTD.)



**Display-**  
The Original  
Combined  
Cream &  
Powder



Make a show of  
Velouty regularly and  
repeatedly and give it  
your recommendation

## Why?

1. Because it is the **original** combination of cream and powder, now much imitated, but never equalled.
2. It is on the P.A.T.A. and has given a generous margin of profit since it was introduced in 1921.
3. It is well and consistently advertised and if seen in your shop will bring you business made by the advertisements.
4. The ever-growing demand, despite increasing competition, justifies the confidence of the Retailer which it has always enjoyed.

For prices see P.A.T.A. Handbook or C. & D. Diary.  
Send a postcard for show-material and literature.

**VELOUTY**  
de **DIXOR**  
THE ORIGINAL  
COMBINED CREAM AND POWDER

**DIXOR LTD.**  
DANEMERE STREET, LONDON, S.W. 15.

**Will you accept free of all charge  
the following CUTEX bonus....?**

$\frac{1}{4}$  doz. 1/6 CUTEX CUTICLE REMOVER  
 $\frac{1}{4}$  „ 1/6 CUTEX LIQUID POLISH  
in the new colours, Peach, Pink-Pearl and Mahogany

**Value - 9/-**

This was the attractive offer given in the  
Broadsheet sent to the trade early this month

These are supplied in beautiful Multi-  
colour Display Stand Illustrated, with an  
assorted order of 50/-, whilst if your  
order amounts to 100/- then **TWO** will  
be supplied. In addition, we allow 5%  
Display Discount on a 50/- parcel and  
7 $\frac{1}{2}$ % on a 100/- requisition.

Please note that this remark-  
able offer is only open until

**31st MAY, 1934**

therefore all orders should  
be sent in immediately.

# CUTEX

## BONUS OFFER

SOLE SELLING AGENTS AND DISTRIBUTORS:

**J. C. GAMBLES & Co. Ltd.**  
211-215 BLACKFRIARS ROAD, S.E.1

**YIELDS**

**40%**

**P.A.T.A.**

Your selection can be  
made up from any  
P.A.T.A. List, or upon  
the special order form  
and price list we will  
gladly send on appli-  
cation. All orders  
executed in strict rota-  
tion and whilst displays  
last.





# Mercolized Wax

for the Complexion

Extensively Advertised. Always in Demand

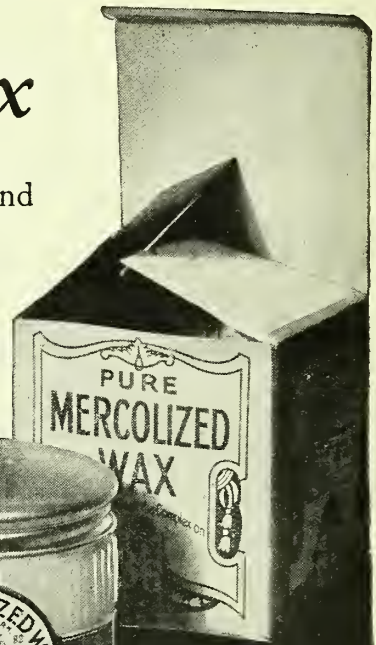
*There is no risk in holding full stocks.  
Every woman is a potential buyer.  
Sales are regular and repeats certain.*

## Stallax

*a Shampoo—also popular,  
and shows a handsome profit*

**Dearborn**  
(1923) Limited

37 Gray's Inn Rd. London. W.C.1.



Telephone,  
Holborn. 9669

## N<sup>o</sup>. 170 SHORT HEAD TOOTHBRUSH WITH THE HARD CENTRE



Price 7/- per dozen

STOCKED BY ALL GOOD  
SUNDRIES HOUSES

Made in England and Guaranteed by

**Addis**  
ESTB. 1780  
REGD

BRUSH WORKS, HERTFORD

## STUPENDOUS SUCCESS of the NEW "OCEAN" BLADES



New Reduced Price

**7/6**

Gross



**'MULTIFIT'**  
The ONLY Blade which fits  
practically ALL DOUBLE-  
EDGE RAZOR HOLDERS

**3-HOLE**  
NO DEALER CAN AFFORD to overlook  
this biggest-of-all "Ocean" Seller. Sales  
are leaping ahead — over 150 Million  
sold to date.

Please state if 'Multifit' or 3-Hole required.  
A BRITISH BLADE, made from first quality  
steel by new process giving ultra-keen edge.  
Be the first in your district to stock it. ALL  
LEADING WHOLESALE CARRY STOCKS.  
Display matter FREE. For Direct Supplies send  
cheque to address below:

STOCK ALSO  
**"THE CONQUEROR"**  
The finest 3-HOLE PENNY  
BLADE—5/- Gross.

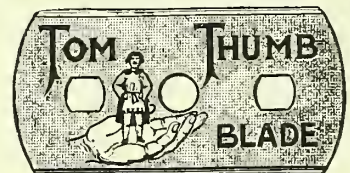
**"OCEAN" RAZOR BLADES (GT. BRITAIN) LTD.**  
Sales Dept., 1-6 Bridgewater Place Aldersgate St. London. E.C.1

# HANG IT

UP AND LET  
IT SELL ITSELF

**1 D.**  
Each  
Retail

Supplied on cards or  
boxed. Show cards  
with every order.



British Made

MADE BY  
**GEORGE IBBERTSON & CO.**  
Razor Works, 146 West St., Sheffield



See what

# HOUBIGANT

is doing to increase your sales of . . . .

. . . . PERFUME and TOILET PREPARATIONS



## QUELQUES FLEURS

THE PERFUME TRIUMPH of HOUBIGANT

Always in Fashion

WRITE OR PHONE FOR PRICE LIST.

Take advantage of the demand for  
**GENUINE FRENCH PERFUMERY**

Made in Paris

GUARANTEED FREE FROM ADULTERATION  
AND SUBSTITUTION

TELEPHONE: SHEPHERD'S BUSH 2343

— LARDEN ROAD **PARFUMERIES DE PARIS LIMITED** ACTON, LONDON —



# ODO-RO-NO

## DID YOU ACCEPT THE BONUS OFFER

outlined in the May Broadsheet sent to all recently? It is the only opportunity this year, and it expires on **31st May.**

Place an order value 40/- for Odo-ro-no Preparations and get 10% Display Allowance plus 2 only each 1/6 and 2/6 bottles Ruby and Instant Odo-ro-no and one of the new Odo-ro-no Compacts retail value 2/6 **FREE.**

Display Stand here illustrated.

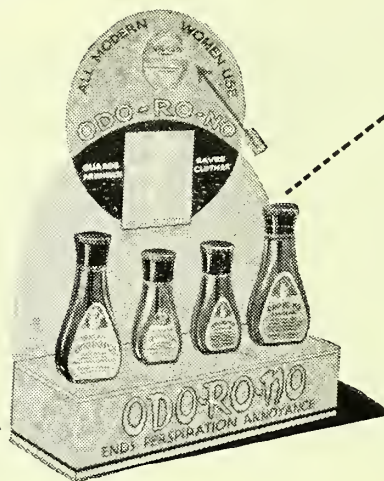
See prices in P.A.T.A. List or ask for special order form from us.

Send postcard at once before 31st May, and take advantage of exceptional terms for Odo-ro-no, which enjoys the heaviest sale amongst Perspiration Correctives and Deodorants.

Sole Selling Agents and Distributors:

**J. C. GAMBLES & CO., LTD.,**

211/215 BLACKFRIARS ROAD, LONDON, S.E.1.



## ONE · TWO · THREE

...and they're off your shelves!

What a quick moving line Anzora is! Millions of men see to that. And twenty-five years of advertising has placed Anzora far ahead of any competition. For there is an Anzora line to suit every head—dry, greasy or "glossy." Get your fair share of the millions of users of Anzora by displaying it prominently. Remember—there is 33 1/3% profit on every quick sale.



The only Gold Medal Hair Cream

# ANZORA

MASTERS THE HAIR

**TRADE TERMS:**  
 Cream and Viola  
 8/- doz. Retail at 12/-  
 12/- " " " 18/-  
 20/- " " " 30/-  
 Brilliantine 8/- doz.  
 Retail at 12/-

**ANZORA PERFUMERY CO., LTD., LONDON, N.W.6**

# EUCRYL

## DENTIFRICES

TOOTH POWDER TOOTH PASTE  
 DENTURE POWDER

Bought on Display Terms yield:

PROFIT ON  
 SELLING PRICE

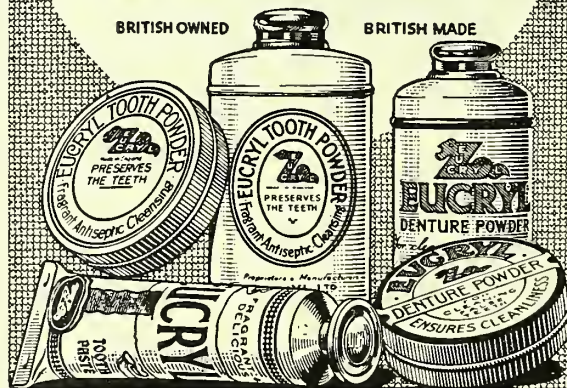
**43%**

PROFIT ON  
 BUYING PRICE

**75%**

BRITISH OWNED

BRITISH MADE



**EUCRYL LTD. Manufacturing Chemists-SOUTHAMPTON**

# "I'M LOOKING FOR THREE CLEVER MEN"

## SAYS JANE SEYMOUR

● "I can see them in my mind's eye — young, keen and intelligent. Men who do not just accept my word for the excellence of my preparations, but who study the subject for themselves. Men who can talk to retailers with conviction, because they speak from knowledge and do not merely assert.

● "Each man will be working on salary and commission basis, and will be responsible for calling on chemists, hairdressers and beauty shops in a separate sales area. If you think you can fill the bill, please apply to Jane Seymour, 23 Woodstock Street, London, W. 1.

● "Until I find the men I want, I must ask retailers who are interested in my preparations to apply direct to me for terms and particulars. That advertising of mine in the TATLER, VOGUE and HARPER'S BAZAAR is certainly getting under women's skins. So please don't delay. To be able to say 'Yes, we have Jane Seymour preparations' is so much more satisfactory than 'We can get them for you!'"



**LIP-VAC**

REG. TRADE MARK

**POURING LIP  
FLASK****NEW MODEL****No. 5****"HARDGLAS"**NOW FITTED WITH  
VACULITE CUP  
AND PORCELAIN  
TOP CORKNo Extra Cost

	Fixed Selling	Trade	Doz.
$\frac{1}{2}$ pt.	2/6		22/-
1 "	2/6		22/-
2 "	4/6		39/-

OTHER MODELS FROM  
**1/6 to 5/6**

Ask for New List

IMMEDIATE DELIVERY FROM YOUR USUAL WHOLESALER

Guaranteed by **LIP-VAC FLASKS LTD., LUDGATE SQUARE, LONDON, E.C.4**

Sole Distributors in Irish Free State: Messrs. MAY ROBERTS &amp; Co. Ltd., DUBLIN

(4)

**- THE -  
"STATIC"**  
Reg. No. 535,323  
**TOOTH  
BRUSH**  
BONEHANDLES  
WHITE,  
UNBLEACHED,  
OR BLACK  
BRISTLES  
Names free on  
6 doz. lots.  
**6/6 per doz.**  
From all Wholesalers.

**MANUFACTURERS:**  
**W. R. SPEER & SON, 215 Dalston Lane, E.8.**  
EST. 100 YEARS.

Telephone: National 1631.

**ROBERTS & NEWTON**  
**Label & General Printers,**  
DOMINION HOUSE,  
BARTHOLOMEW CLOSE,  
LONDON, E.C.1

**Printers to the Drug Trade for over 40 years.**

Labels imprinted BY RETURN.

PATENT NO.  
296,597

**WARDONIA**

The sloping serrations bend the hair sideways: blade then cuts with a "barber's stroke." You can dip this razor into boiling water without risk to the skin.

**Display Cards FREE**  
**Generous Profit**  
**Order - NOW**

Sole Makers:  
**THOMAS WARD & SONS LTD., Wardonia Works, Sheffield 1, England**

Wholesale only

**BRITISH  
MANICURE  
GOODS** *that meet Foreign Competition*

We specialise in ORANGE STICKS and EMERY BOARDS. BEST QUALITY. HAND FINISHED.  
**ROBERT LEE, 14 Calverley Grove  
N.19**  
Phone: Archway 2144.



# IMPORTANT ANNOUNCEMENT

**Standard**  
**Darwin**  
 RUSTLESS EDGE BLADES  
 of the 3-hole type

Are sold only in **BROWN WRAPPERS**  
**AND BROWN PACKETS** at fixed prices  
 of 3 for 1/-, 5 for 1/8, and 10 for 3/4.

Wholesalers and Retailers are warned that Darwins, Ltd., Sheffield, will take legal action against those who offer or sell "Darwin" Blue Packet 3-hole type Blades as being the present standard and perfect "Darwin" Blades.

Darwins, Ltd., request that offending Literature, Window or Counter price tickets should be withdrawn immediately.

TO THE TRADE



## Whose Money?

WHEN mistakes, forgetfulness and temptation take toll of the takings . . . whose money is short?

Wholesalers, assistants, rent, rates, taxes and other overheads must be paid. Whenever cash leakages occur IT IS THE PROPRIETOR WHO LOSES.

That is why thousands of retailers throughout Britain declare that their adoption of a

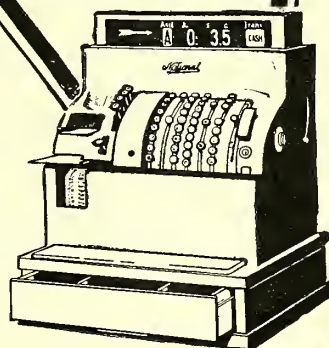
**National**  
 CASH REGISTER

is the best investment they ever made.

"NATIONALS" embody every Cash Register feature of proved value. They not only reveal and stop profit leakages . . . they enable alert retailers to INCREASE profits, and to do it with much less work and worry. Full details about a "National" that will meet your needs exactly await your request. Write and tell us your problems to-day. Every machine is offered on easy terms, and enquiry involves no obligation.

Address enquiry to:—

**NATIONAL CASH REGISTER Co. Ltd.**  
 225 Tottenham Ct. Rd., W.1  
 Phone: MUSEUM 9811



## "CLEMENTS-NEWLINGS" DEPENDABLE FITTINGS CHROMIUM PLATED

### PEDESTALS

IN 7 SIZES

No. 2824. All Steel  
 Chromium Pedestals  
 (Round Section)

Fitted with Rubber Studs  
 Stocked in the following sizes:

Height	Span	In.	In.	Each	Doz.
9	5	3/4	@	2/10	ea.
12	6	3/6	@	3/4	"
15	7 1/2	4/3	@	4/9	"
18	7 1/2	5/9	@	4/9	"
21	7 1/2	5/9	@	5/6	"
24	10	7/6	@	6/8	"
30	12 1/2	8/6	@	8/1	"

Full lists free.

### GLASS SHELVES

Rounded and Polished Edges.

No. 1527. OVALS

Stocked in Six Sizes:

	In.	In.	Each	Doz.
12 in. × 9 in.	1/8	19/-		
14 in. × 10 in.	2/-	23/-		
16 in. × 10 in.	2/3	26/-		
18 in. × 12 in.	2/9	31/6		
20 in. × 15 in.	4/3	48/6		
24 in. × 18 in.	6/-	68/6		

and in other shapes.

Black Glass Ovals to Order.

### OAK PEDESTALS

Supplied from stock in various weights and sizes.

Our No. 1321 series is used in the window display illustrated in the editorial section of this issue.



"CLEMENTS" DISPLAY STANDS ARE USED IN THE CHEMIST AND DRUGGIST MODEL WINDOW DISPLAYS.

"CLEMENTS" PAY CARRIAGE IN ENGLAND AND WALES with the exception of certain goods definitely marked EX-WORKS.

**CLEMENTS, NEWLING & CO. LTD**

Manufacturers of Shop Fittings and Display Stands

95 & 96 WOOD STREET - LONDON, E.C.2  
 NATIONAL 5511 - 5515



# It looks better—It keeps safer in a BETTS' COLLAPSIBLE TUBE

Tubes give better service than tins; they are more hygienic. Betts' Tubes are all British made by modern machinery.

Send for particulars, prices and quotations.

**BETTS & CO., LTD.**  
1 WHARF ROAD, CITY ROAD, N.1  
'Phone : Clerkenwell 1918



*New Zealand Representatives*  
**NEIL CROPPER & Co., Ltd.**  
Post Box 74, Dilworth Bldg.  
Auckland, New Zealand

## STOCK LUKOS E 10 FILM



The Only Film for the New  
**ENSIGN  
MIDGET**

THE CAMERA MIRACLE  
SELLING IN THOUSANDS

Ensign, Limited, 88-89, High Holborn, London, W.C.1

### BE PREPARED FOR THE COMING SEASON

Increase Your Developing  
and Printing Service!

Make use of our really useful series of D. & P.  
books, also our Printed Aids to Selling.  
*Interesting range of samples post free.*

**BURALL Bros. - Wisbech, Cambs.**

10,000 Attractive Leaflets 27/6, 5,000, 17/6  
Carriage Paid

Good, clean, bright work that will increase  
trade. A Post Card will bring you full  
information and samples.

**ELLAMS & Co., 33 Hanover Street, Liverpool**

*Wallets with your own name and address*

**D. & P. AT ITS BEST**

Before fixing up your service for the season  
write to us and tell us your difficulties.

**A. J. SHAWYER & Co.,**  
6 CRICKLADE ST., SWINDON

*Prompt Despatch, Best Work and Best Terms*

# CHLOROPHYLL TABLETS

**COMPOUND  
CHLOROPHYLL  
TABLETS**

For GENERAL DEBILITY and ANEMIA  
LOWERED VITALITY and NEURASTHENIA

For MENTAL and PHYSICAL  
IMPROVEMENT

Per Bottle **1/-** 60 Tablets

**COMPOUND  
CHLOROPHYLL  
TABLETS**

For  
Mental and Physical  
Improvement  
General Debility  
and  
Lowered Vitality

PER BOTTLE **1/-** 60 TABLETS

**THOS. GUEST & Co., Ltd.**  
Carruthers Street,  
ANCOATS, MANCHESTER, 4.

LONDON DEPOT:  
15-16 Jewry Street, E.C.3.

Telephone: Royal 8111.

## LONDON COLLEGE OF PHARMACY

(Founded by H. WOOTTON, B.Sc.) C. W. GOSLING, Ph.C.  
Principal: IRVINE G. RANKIN, B.Sc., Ph.C.

**SPECIALISTS IN TRAINING PHARMACISTS**



**REVISION.**  
All Subjects. PS and  
C & D for June Exams.

Also Postal Courses.

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11th Edition for B.P. 1932  
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Telephone: Brixton 2161

## LIVERPOOL SCHOOL OF PHARMACY



Principal:

H. HUMPHREYS JONES,  
F.I.C., F.C.S., Ph.C.

**Next Session Commences  
October 4th.**

Six and Nine months' Courses  
for the Preliminary Scientific and  
Qualifying Exams. respectively.  
Part-time Course—Preliminary  
Scientific only—Oct. 3rd.

Revision Classes for both  
parts—August 8th.

Full particulars from  
THE PRINCIPAL,  
2 BLACKBURNE PLACE,  
LIVERPOOL.

## WESTMINSTER COLLEGE OF PHARMACY

Founder:  
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P. H. WOODNOTH,  
Ph.C., F.C.S.

### DAY CLASSES

Summer Revision Course—July 30th. Fee 7 Gns.  
New Session commences October 3rd.

### POSTAL COURSES

Preparatory Courses in all Subjects. Fee 21/-  
Special Test Papers are available for revision.

Prospectus for Postal or Day Classes on application to the Principal:  
190 Clapham Road, London, S.W.9

'Phone: Reliance 3728.

## HARVEY'S Horse Remedies

P.A.T.A.  
Protected Prices.



THESE Remedies are used in most of  
the Training Stables, Stables of Masters  
of Hounds, and by many thousands of the  
best Private Horse Owners in the United  
Kingdom and Abroad.

Supplies through all Wholesale Houses.

**HARVEY & CO. (DUBLIN), Ltd., DUBLIN.**



# INTRODUCTORY

## AS

**HALMAGON** has been registered as a Trade Mark name in all countries throughout the world as a necessary preliminary to protect the heavy capital outlay involved in the universal marketing of an entirely new brand of pharmaceutical product.

**HALMAGON** brand preparations serve a discovery in the field of physiological and biochemical research which has shown that the element Mg. plays a fundamental part in metabolism and, stated summarily, is absolutely essential to the OPTIMUM functioning of all the cells of the body. The formula will be unfamiliar to the dispensing chemist.

**HALMAGON** brand preparations meet the demand resulting from investigations of recent years which have completely re-orientated the conceptions of the vital needs of the body in a manner promising to be no less far-reaching in its beneficent results than the discovery of the vitamins. It has been demonstrated that, under modern conditions of life, the daily intake of Mg. may be gravely deficient. There is, indeed, overwhelming evidence of a high incidence of this deficiency in all classes of civilised communities.

**HALMAGON** brand preparations are valuable additions to preventive medicine and to therapeutics in that they have made available a means of preventing and of correcting the impaired health and disorders which result from Mg. deficiency. For this reason the issue of this product is of first-rate importance to medicine and pharmacy.

**HALMAGON** brand preparations present carefully devised formulæ of the halogen salts of Mg. and are available in specially packed tablet form and in ampoules for hypodermic injection.

**HALMAGON** brand preparations represent in a high degree the art of the pharmaceutical chemist. Their constituents are not commonly available and are of special origin. The production of their constituents and their manufacture have presented difficulties necessitating elaborate plant and careful laboratory processes of isolation conducted under special conditions. The preparations are of unsurpassed purity. Owing to the high deliquescent nature of the tablets, these are put up in sealed glass tubes. This method of packing has necessitated considerable investigation, from which has been evolved mechanical inventions necessary to ensure the satisfactory and perfect presentation of the product.

**HALMAGON** brand preparations present many outstanding features which justify a confident forecast of their becoming universally prescribed and in universal demand. Of special interest to the retail chemist is the promise of regular daily consumption of the tablet form of the product by the individual *all the year round*.

**HALMAGON** brand tablets present the unusual marketing prospect of a daily ration being regularly consumed both by physicians and chemists as well as by the lay public. When the news of their efficacy in promoting and maintaining individual well-being *at its optimum* travels, as it soon must, the widespread and general demand for them will greatly exceed even their constant special use by physicians in the treatment of particular conditions.

# MARKETING

BRAND

Issued by: TONICITY LABORATORIES LTD., 26 Great Ormond St., London, W.C.

# ANNOUNCEMENT

**HALMAGON** brand tablets possess, for the retail chemist, the additional attraction of not overlapping the field of established products already distributed by him. Therefore they provide a means of substantially increasing his turnover and profit.

**HALMAGON** brand tablets, it will be appreciated, require to be placed in a wider category than that of a medicament in the sense generally understood by that term, for they provide a means of furnishing the organism with a substance which is essentially present in every cell of the body, and which must be supplied in full to sustain life, vigour and well-being. A deficiency of the substance results in the inadequate functioning of all the cells of the body, so leading to impaired health, and, in high probability, to many specific disorders and premature ageing. An adequate supply, on the other hand, promotes and maintains sound health with youthful vigour and, it is not too much to hope, a promise of a span of life prolonged beyond the usual average.

**HALMAGON** brand preparations have been issued only after considerable clinical evidence had accumulated, and the expected effects of the administration of their constituents confirmed in practice. As part of the intensive programme for marketing the products there will be issued a series of technical papers and other supporting literature. This will ensure an increasingly universal demand.

**HALMAGON** brand products invite energetic action on the part of every pharmaceutical chemist, for they constitute a unique opportunity for adding to the number of his customers and increasing general turnover. Ample stock has been accumulated and adequate manufacturing organisation provided to meet the full requirements of a rapidly rising demand.

**HALMAGON** brand tablets possess such outstanding marketing prospects that we do not hesitate to invite the hearty and close co-operation of all members of the pharmaceutical profession. The retail chemist is therefore advised to place an immediate order with his usual wholesale distributor. This will enable him promptly to meet the local demand for the tablets without the risk of disappointing a customer and losing him to a competitor.

The retail price of a box of **HALMAGON** brand tablets—which provides for a daily ration or dosage for one month—has been designedly fixed at the low sum of 2s. 6d. in order to place the product within the reach of the small purse and so give unlimited scope to the multiplication of demand. The retail price of Halmagon brand Emulsion Ampoules is 4s. 6d. per box containing 6 ampoules.

## *Trade Terms*

The terms to the Retailer of Halmagon brand tablets have been fixed at 22s. 6d. per dozen boxes net. This, as will be seen, represents the liberal total discount of 25 per cent. on retail selling price and the liberal profit of 33½ per cent. on the net cost of purchase. The ampoules are subject to the same rate of discount.

# HALMAGON

PREPARATIONS

Telephone: Holborn 3349.

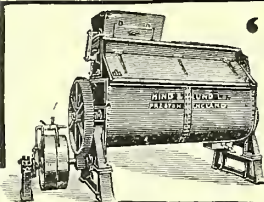
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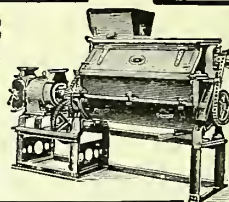


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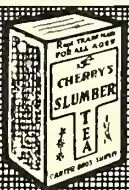
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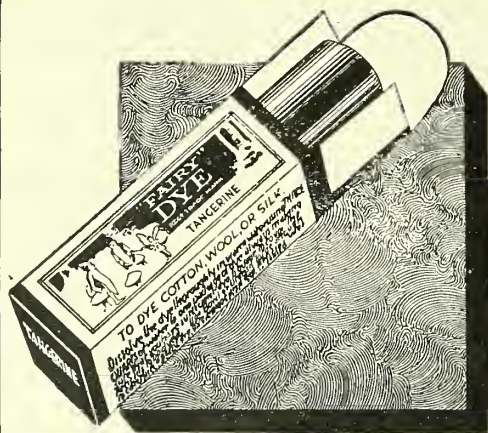
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## Flies in flight

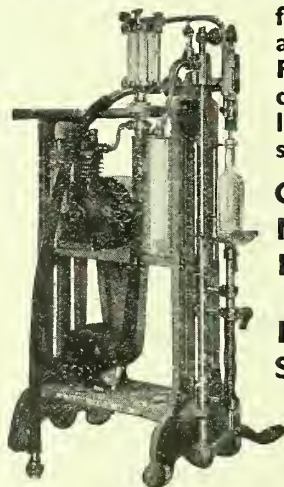
**mean!**  
**sales in sight**

Turn flies into profit. Stock Wasp Flyband—the quickest, most hygienic fly-killer on the market. It takes up no room on your shelves, but it brings in regular and satisfied customers. And Wasp Flyband lasts indefinitely. Get ready for the demand now. Place your order to-day.

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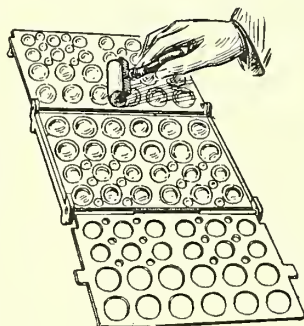


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# THE CHEMIST AND DRUGGIST

A Weekly Journal of Pharmacy, the Drug, Chemical and Allied Trades

*The official organ of The Pharmaceutical Society of Ireland,  
The Pharmaceutical Society of Northern Ireland,  
The Chemists' and Druggists' Society of Ireland, and of  
other Chemists' Societies in Overseas Dominions*

PUBLISHED AT

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## CONTENTS

VOL. 120. NO. 2833

MAY 26, 1934

	PAGE
Association Meetings	603
Births	591
Business Changes	587
Canadian Tariff	585
Coming Events	585
Correspondence:—	
Letters	607
Miscellaneous Inquiries	608
Subscribers' Symposium	608
Deaths	591
Drugs: Uses and Misuses	589

	PAGE
DISPLAY FOR THE CHEMIST:—	
Making the Most of Summer	595
Ideas for Better Display	597
Display for Selling	598
Display of Small Articles	600
Practical Display Hints	602
Editorial Articles:—	
Worth Avoiding	593
Medical Research Report	593

	PAGE
Information Department	592
Insurance Act Dispensing	587
Irish Notes	584
Legal Reports	586
Marriages	591
New Companies and Company News	586
News of the Week	583
Personalities	591
Pharmaceutical Society of Great Britain:—	
North British Executive	603
Branch Meetings	603

	PAGE
Pharmaceutical Society of Northern Ireland:—	
Council Meeting	588
Photographic Dealers' Association	603
Retrospect	608
Scottish Notes	584
Topical Reflections	585
Trade Marks	594
Trade Notes	594
Trade Report	604
Wills	591

## News of the Week

### Society of Apothecaries of London

At the dispensing assistants' examination, held recently, the following candidates were granted the certificate of qualification to act as an assistant to an apothecary in compounding and dispensing medicines:—

Billham, M. L.	Eley, M. F. B.	Perkins, M. G.
Blair, I.	Flint, D. J.	Price, E. H.
Bodill, E. S. I.	Gardner, E. M.	Randell, E. M.
Brown, I. S.	George, B.	Read, M. E.
Claridge, V. E. K.	Harlow, K. M.	Ritchie, M.
Clark, J. M.	Hemming, W. R.	Snadow, R.
Collett, C. McL.	Henderson, I. M.	Straw, J. S. K.
Conibear, M. M.	Hodges, M. A.	Tarrant, E. A.
Court, Violet Mary	Jones, B. E.	Taylor, J.
Crowther, B.	Keane, D. M.	Tomlinson, M.
Dalglish, J. S.	Leslie-Smith, F.	Williams, M. J.
Dickin, A. M.	Macaskie, J.	Willson, L. A. H.
Dracup, D. A.	Morris, J. C.	Winterhalter, M. A.
Draper, M. M.	Morton, J. W.	Wood, H. M.

### Proposed Licensing of Commercial Travellers

The following is the text of a resolution passed at the recent annual meeting of the National Union of Commercial Travellers held at Anderton's Hotel, London, E.C.4:—

"That this Conference expresses its approval of an Inland Revenue tax being placed upon commercial travellers as a much-needed curb upon the entry of inefficient and inexperienced persons to the profession, which is a fruitful cause of the depreciation in recent years in the status and remuneration of commercial travellers.

"It is of the opinion that such control would result in a greater measure of protection to all immediately concerned, raise the status of the C.T., and appreciably

curtail the exploitation through 'commission only' propositions of the unemployed willing worker, thereby creating a fairer field for those filling genuine positions, and would be welcomed by many buyers now distracted by the victims of the present unrestricted entry to our calling."

### Inquests

At Alfreton a child aged eighteen months died from swallowing quinine tablets taken from its father's desk. The dose was estimated at 50 gr. A "Misadventure" verdict was given at the inquest.

A verdict of "Suicide while of unsound mind" was returned at an inquest at Birmingham, recently, on the body of Patrick O'Connor, Dimsdale Road, Northfield, who died as the result of taking 150 aspirin tablets.

### Contracts

The following tenders have been accepted by the body named:—

Hunts Public Assistance Committee.—Mr. H. J. Goggs, chemist and druggist, Huntingdon, and Mr. E. S. Callcutt, St. Neots, medical supplies.

### Chester

In Chester many of the shops have been reconstructed in the original half-timbered style. It may be remembered that illustrations of several Chester shop fronts were given in our special issue of July 25, 1914, in connection with the visit of the British Pharmaceutical Conference to the city.

Mr. H. L. Gerry has a shop—perhaps more accurately described as two shops—in Foregate Street, near



the Cross. The lower shop is on the street level and is entered down a short flight of steps. Above is the shopping terrace, where Mr. Gerry has premises immediately over his other shop.

Mr. W. Roberts, Brook Street, who has been a subscriber to the *C. & D.* for forty years, is one of the oldest chemists in Chester. When a *C. & D.* representative visited Chester recently people were looking forward to the Chester cup race meeting. Mr. Roberts clearly recalls his first visit to the Chester cup meeting forty years ago. Despite his age—he is over seventy years—he still takes an interest in sport.

### Miscellaneous

**PUBLIC ANALYST'S REPORT.**—The latest report of the public analyst for Hampstead, London, N.W., states that two samples of pearl barley examined contained not only sulphur dioxide, contrary to regulations, but also added talc amounting in one case to 1.6 per cent.

**FAIRCHILD SCHOLARSHIP AND PRIZES.**—June 1 is the last day for entries for the next examination for the Fairchild scholarship and prizes. If any student or apprentice has any doubt on any point a postcard to Mr. Herbert Skinner, Secretary to the Trustees, Holborn Viaduct, London, E.C.1, will ensure a reply.

**POISONS AT AUCTION.**—During an auction at a pharmacy in Cheshire, on May 17, various poisons were included. When they were put up for sale some of the chemists present protested that it was not in order for an auctioneer publicly to sell poisons. The auctioneer said he was licensed to sell anything. However, to settle the dispute, he said he would pour the contents of the bottles down the sink and sell the containers separately.

## Scottish Notes

### Brevities

The recent wintry weather has been responsible for a return to cough mixtures and influenza remedies.

Members of the Edinburgh Pharmacy Golf Club decided their summer competition on May 21 over the course of the Burntisland Club, with the following result:—(1) D. Barrie, (2) W. Stewart, (3) J. S. Crawford.

The following were the leading net scores in a competition played over Torrie course by members of the Edinburgh Chemists' Golf Club, on May 16: E. Randall, 85; W. Herd, 87; J. A. Darroch, 87; R. C. MacGregor, 89; D. Mathewson, 89.

A car driven by Miss M. Macpherson, a dispenser at the Victoria Infirmary, Glasgow, struck a telegraph pole on the Glasgow-Dumfries road on May 12. Miss Macpherson was taken to Moffat Cottage Hospital suffering from a forehead wound.

"Scotia" writes:—"I was recently told by a member of the Incorporated Society of Masseurs that the Medical Association fixed the masseur's fee at a minimum of 5s. per visit. There would appear to be a more than ever urgent need for incorporating minimum fees for pharmaceutical professional services, and the maintaining of such fees should be a condition of membership of the Society."

## Irish Notes

### Brevities

Miss O'Halloran, Ph.C., has opened a pharmacy at 56 Roches Street, Limerick.

The management committee of the Cork Fever Hospital have awarded the contract for the supply of medicines to the Cork Chemical & Drug Co., Ltd.

An inquest was held at Londonderry into the death of Mary Curley, a domestic servant, of Fullalley Lower, who died as a result of poisoning. During the evidence

butter of antimony was mentioned. The jury returned a verdict of "Death from irritant poisoning."

Sligo Committee of Agriculture has passed a resolution protesting against the recent Order scheduling certain preparations of carbolic acid. The mover of the resolution said that various sheep dips had heretofore been sold by grocers and general traders, but in future farmers would in some instances have to travel twenty miles to a chemist's shop to get them.

"Death from an overdose of bromide" was the verdict returned by a Dublin coroner's jury at an inquest held concerning the death of Mrs. Esther Stynes, Donnybrook Road. The jury added that no blame could be attached to anyone. Mr. J. Kearns (State Laboratory) gave evidence of examining certain organs of the deceased. Miss Sarah O'Hara, who had been a maid to the deceased, stated that Mrs. Stynes had been taking a sedative. The night before her death deceased had about two teaspoonfuls of the sleeping draught, but when witness next saw her she had the empty bottle lying on her chest. Dr. John McGrath, State pathologist, said that seven bottles of the sleeping draught in twenty-two days would be a high dosage, and a dose of 1½ oz. of the mixture at once would be likely to be fatal. A normal dose of the draught would be about a teaspoonful. Mr. Patrick Barry, an assistant employed by Messrs. Roche, chemists, Main Street, Donnybrook, deposed to supplying a draught for the deceased on several dates. It would not be unusual to supply the mixture as he had done. The coroner, summing up, said the last dose taken by the deceased was eight times more than would be regarded as normal.

### Belfast

Mr. W. Macartney, Ph.C., has taken over the pharmacy of Mr. Lionel Firth, Ph.C., 226 Grosvenor Road, Belfast.

In the absence through illness of the president (Sir Robert Baird), the opening address at the annual conference of the United Commercial Travellers' Association of Great Britain and Ireland, at Belfast, on May 21, was delivered by Sir Thomas McMullan, a member of the Council of the Pharmaceutical Society of Northern Ireland.

In conjunction with the Belfast and District Branch of the Photographic Dealers' Association, the "News-Letter" is running a competition for photographs taken by amateurs since January 1, 1934. The photographs must be developed and printed by one of the dealers named, and valuable monthly prizes are offered. Special prizes are also presented by Trufood, Ltd., Bob Martin, Ltd., and the Ulster Tourist Development Association.



NEW SHOP FRONT DESIGNED FOR MR. H. W. STOCKER, AT 101 EXETER ROAD, EXMOUTH, BY HARRIS & SHELDON, LTD., LONDON, E.C.2.



## Canadian Preferential Tariff on Chemicals

MEMORANDUM No. 149, Second Revision, Supplement No. 4, issued on April 27 by the Dominion Department of National Revenue, states that, under the authority of an Order-in-Council dated April 24, for entry under the British Preferential Tariff, on and after April 28 last, of the undermentioned chemicals and drugs, the requirement of one-half British content is reduced to one-quarter. The memorandum adds that invoices of materials provided for in the above groups, in addition to the name of the materials, should show, where at all possible, the group number under which the 25 per cent. British content is permitted for British Preferential Tariff rates. When materials, sold under a trade name or description, are provided for under the above groups and are invoiced under such trade name or description, the invoice, in addition to showing the group number under which 25 per cent. British content is permitted for British Preferential Tariff rates, should also show the ordinary pharmaceutical or chemical name of the product, if possible.

- (1) Tartaric acid and all tartrates;
- (2) Bismuth metal and oxides or salts of bismuth;
- (3) Mercury metal and all chemical compounds of mercury, not including pharmaceutical or other preparations of which mercury or a mercury chemical compound is only one of several constituents;
- (4) Potassium metal, potassium hydroxide and salts of potassium;
- (5) Bromine, bromides and other definite chemical compounds containing bromine, but not includ-

ing pharmaceutical or other preparations of which bromine or a bromine chemical compound is only one of several constituents;

- (6) Iodine, iodides and other definite chemical compounds containing iodine, but not including pharmaceutical or other preparations of which iodine or an iodine chemical compound is only one of several constituents;
- (7) The following organic bases and all salts thereof:—
 

Asparagin	Pereirine
Aspidospermine	Pilocarpine
Benzoyl ecgonine	Quebrachamin
Boldin alkaloids	Quebrachin
Caulophyllin	Sabadine
Chelidoneine	Sabadinine
Cornutine	Solanine
Daturine	Solanidine
Hydrastin	Veratrine
Hydrastinine	Yohimbine
Iridin	Ephedrine
- (8) Drugs, such as barks, flowers, roots, beans, berries, balsams, bulbs, fruits, insects, grains, gums, gum resins and oleo-resins, herbs, leaves, nuts, fruit and stem seeds, glucosides;
- (9) Agar agar, sweet almond oil, coriander oil, curara, turpentine and spirits of turpentine;
- (10) All essential oils.

## Coming Events

**Wednesday, May 30**

*Pharmaceutical Society of Great Britain, Harrow Branch. Outing to Ware factory of Allen & Hanburys, Ltd.*

**Thursday, May 31**

*South-Eastern (London) Associations. Visit to Croydon Aerodrome.*

## Topical Reflections

### By Xrayser

#### The Council Election

has taken place, and with one exception the old members have been re-elected. It is to be regretted that Mr. Parry was not successful; he is a past-president of the Society and in and out of the Council did much good work. Although I regret his non-election, I feel that the Council has gained in the acquisition of Mr. Dick, and I believe that his fearless, independent attitude of mind will be an asset in its deliberations. In your "Retrospect of Fifty Years Ago" (p. 582) you give the figures for the Council election of 1884. The results of the voting on that occasion were that about 34 per cent. of the voting papers issued were returned; upon the present occasion about 46 per cent. were returned. When one considers the conditions of pharmacy in 1884—the almost complete absence of any organisation outside 17 Bloomsbury Square and the apathy of members towards the Society—and compares them with those of to-day, when pharmacy is organised as never before and has a highly contentious Pharmacy Act, the increase in the percentage voting is insignificant. The fact is that a great number of pharmacists do not care two straws about what is happening, and hope that somehow we shall muddle through.

#### I Did not Attend

the ninety-third annual meeting of the Society, but I have carefully read your full report (p. 569). There are many points of interest upon which I should like to comment, but space forbids. I must pay testimony to the adroit way in which the president appeared to skate over very thin ice: he seems to have acquitted

himself well in a very difficult position. I am more than sorry that part-time courses of instruction are not to be recognised for the Preliminary Scientific examination. This will be a great blow to those youths, brainy but poor, who cannot afford to devote the time and money to full-course instruction. It is not full-time courses that are required to improve the results at the Preliminary Scientific examinations. The wrong people are entering pharmacy, and no amount of full-time instruction will make up for poor material. The president's statement on the suggested new headquarters was delightfully vague, and I challenge anyone outside the Council to explain exactly what he was intending to say. The discussion was, I think, better than has usually been the case, and several good points were pressed home.

#### Reconstruction

is a blessed word, and I should be the last to throw cold water on the aspirations of any pharmacist wishing to begin to reconstruct pharmacy. The letter on the subject on p. 581 contains a number of reforms which are undoubtedly necessary to pharmacy to-day; but your correspondent does not tell us in detail how they are to be accomplished. Take No. (1): "Doctors should be forbidden to dispense. Chemists should be forbidden to prescribe, except draughts." Or (8): "All cutting of prices, directly or indirectly, to be forbidden by law." I am afraid that pharmacy under such conditions, and all that would be implied in carrying them out, would be a much less comfortable calling than it now is. The only way such reforms could be brought about would be by a director of pharmacy with very large powers. Such an idea is foreign to the mind of the average Briton.



## Legal Reports

**Apprenticeship Curtailed.**—In Blackpool County Court, on May 16, Mr. Hugh Ashcroft, chemist and druggist, Manor Road, Fleetwood, claimed the sum of £25 as damages from Mr. William Brown, Rossendale Avenue, Thornton. It was stated that under an agreement which the two parties signed in October 1933 the defendant's son became apprenticed to the plaintiff. In February last the boy said he had not the time to devote to his studies, as his people wanted him to become a missionary. He absented himself on February 17 and had not been there since. With the consent of the defendant, judgment was entered for the plaintiff for £15, with costs.

**Mercury Ointment.**—At Dartford Sessions, on May 17, Winifred M. Reeson, High Street, Erith, was summoned under the Food and Drugs (Adulteration) Act for having sold mercury ointment which was not of the nature, substance or quality demanded. Mr. F. W. Wallace, who defended, entered a plea of "Not guilty." Mr. Weller prosecuted. Mr. Lawrence Reeson, chemist and druggist, a son of the defendant, said he had never sold mercury ointment himself, and never thought of giving it without medical instructions. Dr. Maurice Renton, Dartford, in reply to the chairman, said a chemist would be most wise to choose the safest compound if asked for mercury ointment. It would have been a different matter if there had been a doctor's prescription. A fine of £2, with £5 ss. costs, was imposed.

**Unsuccessful Action.**—In the King's Bench Division of the High Court, London, on May 16, Mr. Justice Hawke entered judgment for the defendants, with costs, in an action for damages brought by Mr. Arthur Joseph Barling, Lymington Road, N.W., against Morgan-Davis & Sons, Ltd., chemists, Pitfield Street, N.1, arising out of the sale of chemists' shops at Chelsea and Farringdon Road. The plaintiff alleged misrepresentation with regard to the takings at the shops he agreed to purchase from the defendants, and maintained that there was a breach of their agreement to secure for him an assignment of the lease of the shop at Chelsea. A common jury found that there was no misrepresentation by the defendants but that there was a breach of the agreement to assign the lease. After hearing legal arguments, his lordship found that the defendants had done all they could to secure the assignment, and accordingly entered judgment for them.

**Dye in a Shaving Brush.**—In the Civil Court at Manchester Assizes, on May 15, Mr. Justice du Parc delivered judgment in the case in which Mr. James Buckley, drug-store proprietor, Bury, sued Jepson, Spencer & Co., Ltd., wholesale brush merchants, Shudehill, Manchester, for damages for alleged negligence in supplying shaving brushes (*C. & D.*, May 19, p. 552). His lordship said he had come to the conclusion that the probable cause of the plaintiff's dermatitis was the dye used for "capping" the bristles to give them the appearance of badger hair, a process which was carried out in Germany. He felt great sympathy with the defendants, against whom no suggestion was made, and he sympathised with the brush manufacturers. Manufacturers of these brushes might really consider the question whether there was any sense in using dye on the bristles. The only possible reason for using the dye was to make the hair, which was not badger hair, look like badger hair. He awarded the plaintiff £45 damages, with costs.

**The Sale of a Business.**—In Stalybridge County Court, on May 17, Mr. Frederick McGavin sued Mr. H. C. Holt, Ashton, in respect of breach of warranty. Mr. Leigh stated that before the plaintiff purchased this business he was in receipt of unemployment relief as a chemist's assistant. He saw an advertisement in a trade paper, "Smart drug stores in populous district in Ashton-under-Lyne for sale." The plaintiff said the fact that the defendant said the business had been doing £20 per week was a big inducement to him. He arranged to buy the stock and fixtures for £150, and paid at that time

£120. He had never taken more than £5 rs. a week and now was not taking much above the rent. The retail price of the stock was said to be about £180. A week after he went in he took stock and valued it at £60. He found that the fixtures belonged to the landlord. The defendant said he was a representative for a firm of chemists and druggists, and he opened the business in 1929 for his wife. His takings had nothing at all to do with the sale. He put the stock down at £125 (wholesale price) when he was selling it. The judge gave judgment for £50, with costs, for the plaintiff.

## New Companies and Company News

P.C. means Private Company and R.O. Registered Office

**KITSBERG PHARMACY, LTD. (P.C.).**—Capital £100. Objects: To carry on the business of chemists, druggists, etc. R.O.: Vulcan House, 56 Ludgate Hill, E.C.4.

**BERKELEY CASTLE & Co., LTD. (P.C.).**—Capital £100. Objects: To acquire the business of a chemist and druggist carried on by Alfred Shaw of 67 Vicarage Road, Plumstead, S.E.

**POUDRETTE, LTD. (P.C.).**—Capital £1,000. Objects: To carry on the business of manufacturers of and dealers in toilet requisites, etc. Solicitor: B. P. Webster, 20 Hanover Square, W.

**FREEMANS (CHEMISTS AND OPTICIANS), LTD. (P.C.).**—Capital £500. Objects: To carry on the business of chemists, druggists, opticians, photographers, etc. R.O.: 64 George Street, Altrincham, Ches.

**CLYDE MERCHANTS, LTD. (P.C.).**—Registered in Edinburgh. Capital £1,000. Objects: To carry on the business of dealers in all kinds of drugs, chemicals, soap, oil, etc. R.O.: 183 George Street, Glasgow.

**BYTIN STAINS COMPANY, LTD. (P.C.).**—Capital £100. Objects: To carry on the business of manufacturers of and dealers in paints and varnishes, chemists, druggists, etc. R.O.: 23 Courthope Road, N.W.3.

**SUNSHINE BLEACH, LTD. (P.C.).**—Registered in Edinburgh. Capital £200. Objects: To carry on the business of bleachers, cleaners and bottlers of ammonia, etc. R.O.: 48 Birkenshaw Street, Glasgow, E.1.

**M. A. MATHIE, LTD. (P.C.).**—Registered in Edinburgh. Capital £100. Objects: To acquire the business of Mrs. Florence L. Mathie and Miss Elizabeth Hinds at the Cumberland Pharmacy, 301 Cumberland Street, Glasgow, C.5.

**ALBERT PRODUCTS, LTD. (P.C.).**—Capital £15,000. Objects: To carry on the business of manufacturers of synthetic and natural resins, fibres and gums, etc. Dr. August Amman, Wiesbaden, Bingerstrasse 23, Germany, director.

**PREMIER DRUG STORES, LTD. (P.C.).**—Registered in Dublin. Capital £500. Objects: To carry on the business of chemists and druggists, sundriesmen, vendors of patent medicines and pharmaceutical specialities, etc. James O'Reilly, Main Street, Bundoran, Co. Donegal, director.

**DIXON & Co. (SODA), LTD. (P.C.).**—Registered in Dublin. Capital £1,000. Objects: To carry on the business of importers and manufacturers of and dealers in pharmaceutical, medical, chemical and other preparations and articles, etc. Robert M. Bell, 54 Fitzwilliam Street, Dublin, solicitor. The first directors are not named.

**CASSEL CHEMICAL PRODUCTS, LTD. (Public Company).**—Capital £30,000. Objects: To carry on the business of manufacturers and importers and exporters of and dealers in chemicals, drugs, minerals, pharmaceutical, medicinal and other products, oils, paints and varnishes, artificial manures and fertilisers, etc. Solicitors: Monier-Williams & Milroy, 79 Mark Lane, E.C.3.



**VICK CHEMICAL PRODUCTS (ENG.), LTD.**—The title of this company is as given above and not as stated in our issue of last week (p. 552).

**SAVORY & MOORE, LTD.**—Five per cent. first mortgage debenture stock to the value of £3,000 and 1,500 6 per cent. cumulative preference shares have been issued for the purpose of acquiring an additional business. The total issue now amounts to £261,500.

**BRITISH ALKALOIDS, LTD.**—Directors' report and accounts for the year ended March 31, 1934, show a profit of £10,174, from which the following items were written off:—Preliminary expenses, £300; advertising account, £4,850; and reserve for taxation, £2,200. After providing for dividend on the 8 per cent. preference shares, it is proposed to pay a dividend of 2½ per cent. on the ordinary shares. The report states that sales of T.C.P. and allied products have continued to increase.

**B. LAPORTE, LTD.**—Accounts for the financial year ended March 31, 1934, show a profit of £69,410, as compared with £52,068 for the previous year. Directors recommend payment of a dividend of 10 per cent. on the ordinary shares and a bonus of 5 per cent. To general reserve £15,000 and to investments reserve £5,000; off goodwill, £3,499; to tax suspense account, £11,000; to staff benevolent and pension fund, £3,000; and to directors' special remuneration £1,000, leaving a balance of £17,270 carried forward. The directors' report states that the company's business at home and overseas has continued to expand.

**THOMAS HARLEY, LTD.**—The first annual general meeting was held at Rodine Works, Perth, on Saturday, May 19, Mr. F. Norie-Miller, J.P., F.E.I.S., chairman of the company, presiding. The chairman commented on the highly successful results of the working of the company for the past 10½ months, which was the period covered by the accounts. They had seen an expansion of the business with increased profit and it was gratifying on this first occasion to pay a dividend of 8 per cent. on the ordinary shares for the period. After having paid off the whole of the preliminary expenses, the balance to be carried forward, subject to directors' fees and income tax, was the substantial sum of £2,912 16s. 7d. The successful working of the company was due in no small measure to the able and vigorous management of Mr. Angus F. M'Intosh, the managing director, and the loyal co-operation of the staff. The retiring director, Major Lewis Gibson, was re-elected. The meeting closed with a hearty vote of thanks to the chairman, the managing director and the staff.

### Bankruptcy Reports

**Re John Wotherspoon**, 37 West Clyde Street and 41 East Clyde Street, Helensburgh, chemist and druggist. In examination at Dumbarton Sheriff's Court Mr. Wotherspoon stated he was advanced £650 to enable him to open his first shop in 1927. There was a profit for five years, but a loss on the year ending January 31, 1933. Statement of affairs showed a deficiency of £2,611 1s. 10d., his total liabilities being £4,579 4s.

**Re Robert Robinson**, 95 (formerly known as 63) Commercial Road, Bournemouth, Hants, chemist and druggist. The public examination was held recently at the Law Courts, Bournemouth. Debtor had returned a statement of affairs which showed assets of £501 10s. 1d., and liabilities of £335 16s. 9d., leaving a surplus of £165 13s. 4d. It was stated that the assets included an estimate of £200 for the goodwill of the business. In 1902 he took the above premises on a tenancy. The business was moderately successful until three years prior to the receiving order. Debtor added that the institution of one-way traffic in Commercial Road had an adverse effect on his trade. Recently, debtor said, the premises were acquired by a new landlord, who obtained judgment against debtor for £100 in respect of dilapidations. Subsequently execution was levied for that debt, and debtor had to file his petition. The examination was adjourned for the signing of the notes.

## Insurance Act Dispensing

Record of matters concerning Chemists' interests in the  
National Health Insurance Acts

### Local Reports

**Derby.**—Following on the taking of test samples of mist. ferri aperiens, two Derby chemists are each to have £1 deducted from their remuneration. One of them attributed an excess of 40 per cent. of acid. sulph. dil. to the fact that the mixture had to be made up by match light owing to the failure of the electric light in the shop, and he accepted responsibility for inadvertently supplying the medicine in a bottle from which another label had not been removed. A warning was given that any further offence of the same nature would be dealt with more seriously. In the second case the chemist admitted that he inadvertently used the old formulary instead of the new one, but he submitted from an analyst selected by himself a report which widely diverged from that of the official analyst in the results for mag, sulph. and acid. sulph. dil. He was warned to use the authorised formulary in future unless otherwise directed.

**South-Eastern Division.**—The annual report of the Joint Committee for Pricing Prescriptions (South-Eastern Division), for the year 1933, gives, *inter alia*, the total number and value of National Health Insurance prescriptions dealt with during the year as 6,879,955 and £240,521 19s. 10d. respectively. The Committee dealt also with a large number of prescriptions for public assistance committees and other bodies. A table (reproduced in part below) shows the total number of insurance prescriptions dispensed by chemists and the value thereof for each of the past eighteen years:—

Year	Average number of persons on panel list for whom chemists dispense	Prescriptions	Value	Average total cost per prescription
			£ s. d.	d.
1916 ...	932,266	2,510,345	64,347 17 11	6·1
1920 ...	1,079,353	3,056,385	132,375 17 0	10·3
1924 ...	1,194,879	4,281,500	161,140 13 3	9·0
1928 ...	1,393,323	5,289,325	190,512 15 8	8·6
1930 ...	1,545,202	5,612,365	194,445 14 0	8·3
1931 ...	1,609,302	6,067,532	206,720 12 8	8·2
1932 ...	1,671,840	6,342,117	219,422 8 7	8·3
1933 ...	1,727,695	6,868,746	239,576 4 0	8·4
	—	79,292,198	2,818,667 15 3	8·5

## Business Changes

**HEATONS (CHEMISTS), LTD.**, are opening a new branch in Highfield Road, South Shore, Blackpool.

**MR. C. VEITCH**, chemist and druggist, is opening a business at 151 Main Street, Forth, Lanarkshire.

**MR. W. J. BLACK**, chemist and druggist, has taken over the business of the late Mr. J. D. Petrie, Blairgowrie.

**MR. A. H. LEMAY**, chemist and druggist, has taken over the business of Mr. J. Wotherspoon, 37 West Clyde Street, Helensburgh.

**MR. R. WOOLBY BROOKE**, chemist and druggist, has transferred his business from No. 19 to No. 38 Gloucester Road, London, S.W.7.

**MR. CHARLES PICKLES**, chemist and druggist, has removed his pharmacy from The Cross, Dalry, to the old post office premises at 49 New Street.

**MR. H. HARRIS**, chemist and druggist, has disposed of his business at 430 Talbot Road, Blackpool, to Mr. J. R. Challener, chemist and druggist. Mr. Harris will continue his business at Devonshire Square, Blackpool.



# Pharmaceutical Society of Northern Ireland

## Council Meeting

THE monthly meeting of the Council was held on May 18, the vice-president (Mr. W. Martin) in the chair, in the absence of the president (Mr. John Maxwell). There were present also Messrs. R. I. Edwards, Fred Storey, J. E. Connor, Samuel Gibson, J. F. Grimes, S. S. Badger, H. F. Moore, S. H. Forrest, G. W. P. McCann, Walter C. Tate and Professor Small. Mr. David Kirkpatrick (secretary) was in attendance. Apologies for absence were received from Mr. W. S. Taylor and Dr. Acheson.

### DEATHS

THE CHAIRMAN expressed the sympathy of the Council with Professor Small on the death of his father, which had occurred since the last meeting. PROFESSOR SMALL suitably replied.

THE CHAIRMAN also referred to the death of Mr. Samuel McDowell, who, he said, was one of the oldest registered druggists on the Register. He had known him since he came to town to serve his time and always found him a straight, upright, honest man. He moved that a letter of sympathy be sent to his two sons who were in pharmacy.

MR. STOREY, in seconding, said Mr. McDowell had been a member of the Chemists' and Druggists' Society of Ireland since its inception. He was a straightforward man, widely respected. The resolution was passed by a standing vote.

### ANNUAL MEMORANDUM ON ADMINISTRATION

The Ministry of Home Affairs forwarded the following memorandum on pharmacy administration for 1933:—

Registration.—The number of names on the Registers on December 31, 1932 and 1933 respectively, was as follows:—

	1932	1933
Pharmaceutical chemists .. .. .	794	817
Superintendents of bodies corporate (Ph.C.) ..	56	59
Chemists and druggists .. .. .	11	11
Registered druggists .. .. .	140	140
Certified assistants .. .. .	8	6
Apprentices .. .. .	496	546

Twenty-two apprentices or certified assistants qualified by examination as pharmaceutical chemists, and registered as such during the year. In addition, three persons availed themselves of the provisions of Section 7 (1) (a) of the Pharmacy and Poisons Act (Northern Ireland), 1925, and were registered as pharmaceutical chemists.

Issue of Licences.—The number of licences issued in respect of the years ended December 31, 1932 and 1933 respectively, was as follows:—

	1932	1933
Pharmaceutical chemists .. .. .	428	444
Chemists and druggists .. .. .	1	—
Registered druggists .. .. .	46	43

Of the total number of pharmaceutical chemists' licences sixty-six were issued to bodies corporate and ten to executors of deceased pharmaceutical chemists. Three of the registered druggists' licences were issued to the executors of deceased registered druggists.

Licences for the Sale of Poisons used in Agriculture and Horticulture.—On December 31, 1933, there were 138 agricultural poison licences in force, compared with 137 on December 31, 1932.

Inspections.—During the year under review the Pharmacy Inspector paid 1,106 visits of inspection to pharmaceutical chemists, chemists and druggists, and registered druggists; 140 visits to agricultural poison licence holders; 126 visits to methylated spirit retailers other than pharmaceutical chemists, chemists and druggists and registered druggists, and seventy-two visits to traders suspected of selling poisons. In addition numerous visits were paid to street markets and fairs.

Prosecutions.—There were five successful prosecutions under the Dangerous Drugs Act during the year.

THE SECRETARY said that only three persons from Great Britain had been registered since reciprocity.

### APPRENTICESHIP

The Ministry of Home Affairs wrote asking for the observations of the Council on the following letter

received from the Ulster Retail Drug Trade Association:—

"With further reference to our correspondence regarding apprenticeship indentures, at the last meeting of my Executive Committee, held on the 1st instant, it was noted that the only further information regarding the matter appeared to be contained in a report in the trade Press to the effect that your Department had been asked by the P.S.N.I. to lay the Regulation on the table of the House as it stood.

"In view of the fact that the new English Pharmacy Act has become statutory, my Committee envisage the possibility of the Government of Northern Ireland introducing an amending Act to the present Pharmacy and Poisons Act (Northern Ireland). If so my Committee would most respectfully suggest, taking into consideration that a very large majority of those who expressed their opinion were decidedly against the proposals of the P.S.N.I., that it would be highly desirable if further action regarding indentures would be postponed for the time being."

THE SECRETARY said he had discussed the letter with the Home Office, who informed him they had a mandate from the Ulster Retail Drug Trade Association for a Bill on the English lines. He did not think they wanted that.

MR. EDWARDS did not see why they should be held up any longer. The matter had been discussed for a considerable period.

MR. MOORE asked how the U.R.D.T.A. arrived at the majority against indentures.

MR. STOREY said he did not know what the U.R.D.T.A. meant by referring to another Act on the English lines. Such would be opposed to the last ditch. One of the things in the English Act gave power to outsiders to sell agricultural and horticultural poisons. He did not think the Government would bring in a Bill with the consent of the Council.

THE CHAIRMAN: Not on the same lines.

MR. STOREY: We want a schedule for potent drugs to prevent sale by unauthorised persons. The Council believes that the indentures are for the benefit of the trade and that the majority are for it.

MR. BADGER: I don't think they are.

MR. CONNOR said things like *questionnaires* were often thrown aside and forgotten.

MR. EDWARDS said that out of 408 forms sent out over 200 brought no reply.

PROFESSOR SMALL said that 10 per cent. were in favour of the official form and 58 per cent. in favour of the form with modifications.

THE CHAIRMAN said the U.R.D.T.A. thought they had got on very well in the past without indentures.

In reply to Mr. Forrest, THE SECRETARY said the regulation had not gone through yet. There would have to be a regulation with a new date.

MR. FORREST moved that all references to indentures be rescinded and that there be no indentures.

MR. BADGER seconded.

MR. EDWARDS: Why are employers afraid of indentures?

MR. FORREST: They say it will cause trouble. In six months employers may find a boy unsuitable and may have to dismiss him. That causes ill feeling.

THE SECRETARY said Mr. Forrest's proposal would require notice.

MR. STOREY said that on the last occasion only three members of the Council opposed indentures. He did not think the thing had been rushed. The U.R.D.T.A. could have raised these points earlier. If he thought the majority of the trade was against indentures, he would not support them. Their business that day was merely to reply to the Ministry's letter.

MR. MOORE suggested a *questionnaire* from the Society on indentures.

THE CHAIRMAN: You would get the same result.

MR. EDWARDS said he looked upon this as obstruction.

MR. CONNOR did not see they would be in any better position with indentures.



MR. STOREY said the matter originally arose over the curtailment of apprentices, but when they looked into it they found they could do nothing unless the apprentices were bound. The trade had been clamouring for curtailment of apprentices, and the Council took the proper procedure.

THE SECRETARY read a resolution of the U.R.D.T.A. which stated that their main opposition to indentures was because there was no clause limiting apprentices.

MR. CONNOR: Matriculation will limit them.

MR. FORREST said he thought indentures would cause discord in the trade. Some chemists had already raised the point of having to pay 3s. 6d. for an indenture and 10s. for a stamp. Some chemists thought that indentures would hem the employer in. He did not think that with the matriculation standard they would have as many apprentices in future.

MR. BADGER: That has been my point all along.

MR. STOREY said that in their first letter the U.R.D.T.A. was agreeable to indentures so long as there was limitation of apprentices.

THE SECRETARY said the last letter from the U.R.D.T.A. was to go ahead with the indentures; now they were asking not to go on.

PROFESSOR SMALL said they should instruct the secretary to send the Home Office a copy of the resolution of the U.R.D.T.A. which he had quoted and also the information disclosed by the U.R.D.T.A.'s *questionnaire* as contained in the minutes of last meeting. This was agreed to.

MR. FORREST gave notice of motion on the lines indicated.

#### SEALING AMENDED REGULATIONS

A discussion followed on the item on the agenda, "sealing of the amended regulations dealing with indentures."

It was pointed out that the date on the original indentures was February 1, 1934, but, the matter having been held up, it became necessary to name a new date on the regulation for its coming into force, in the event of its being decided to go on with it. It was agreed to name July 1, 1934, an assurance being given that this was a matter of form and not binding.

#### PREPARATIONS OF CARBOLIC ACID

MR. STOREY drew attention to the fact that legislation had been passed in the Free State to bring various preparations of carbolic acid under the Poisons Act. They deserved to be congratulated on that. It would be very useful if the Northern Government had legislation on the lines of the British Act in that respect, and they should draw their attention to it. This was agreed to.

#### SALE OF AGRICULTURAL POISONS

THE SECRETARY mentioned that a firm that was displaying goods at the Royal Ulster Agricultural Society's Show in the last week of May had asked permission to sell agricultural poisons. He had opposed it and had drawn the attention of the licensing authority to the fact that they were against such a procedure. In any case, the required twenty-one days' notice could not be given. Another firm had asked to sell a poison at the Show, and he had taken similar action. The secretary's action was unanimously endorsed by the Council.

#### MEMBERS ELECTED

The following nominated candidates were elected members of the Society:—Joseph Shillington, Cherryvalley Pharmacy, Gilnahirk Road, Knock, co. Down. John Michael O'Sullivan, The Medical Hall, Market Street, Listowel, co. Kerry.

## Drugs: Their Uses and Misuses

Abstract of a lecture delivered to the Pharmaceutical Society's local branch, at Edinburgh, on April 25, by J. M. Johnston, M.B., F.R.C.S.E., pharmacologist, Department of Health for Scotland

WHILE the accurate definition of a drug is extremely difficult, if not impossible, we all have a vague conception that drugs are concrete substances which may be of inestimable value in the treatment of disease and yet be injurious to health if improperly or unskilfully used. It cannot be too strongly insisted upon that drugs should be regarded as potent factors for good or evil. The human body is an extremely delicate mechanism with exquisite balance. Every structure is adapted for special functions, every function is correlated, and over the whole there presides the nervous system with all its inherent complexities and delicacy about which we are learning but the merest rudiments. It is only when the physician, by clinical examination and the use of his experience, has visualised the actual conditions present that he is in a position to assist the body to return to normal, and drugs form the last, but by no means the least, important resources at his command.

With a few doubtful exceptions we are not acquainted with drugs which are able to neutralise the effects of disease as accurately and as consistently as an alkali may neutralise an acid. In treatment we are virtually dealing with (1) a complex of symptoms which are the subjective expressions of disease in the patient, and (2) a complex of certain objective signs which the physician may detect by examination. From the facts elicited the physician has to build up a mental picture of the disease process. It should be emphasised that the actual cure of disease is a biological process inherent in the body mechanism, which may be looked upon as a vast and delicate pharmaceutical laboratory. It is easy to give a remedy and, after the recovery of the patient, to attribute the result to the given drug administered.

In this country the British Pharmacopœia fixes the purity of the more reliable medicaments, but unfortunately, in spite of the excellent advances made, it still contains some items which might profitably be discarded. On the other hand, there is the British Pharmaceutical Codex, hitherto a most useful compendium of recipes and formulas invaluable to the pharmacist, but which, from the physician's point of view, may be not unkindly designated, as was said of a kindred volume, "pharmaceutically useful, but not a therapeutic necessity." The 1923 edition contains a vast amount of material which the pharmacologist has little use for and which could be discarded without detriment to medical science. I appreciate that the pharmacist requires a work of reference which will provide him with reliable formulas for the dispensing of rare or unusual compounds, but unfortunately the B.P.C. has unconsciously been given almost pontifical authority so that a remedy found in the Codex is assured a place in practical medicine. Let me give an example in the 1923 Codex which takes us back to the old days of orthodox "shot-gun" prescribing, and which, strangely enough, has been recently prescribed in Scotland—Warburg's tincture, or tinctura antiperiodica, B.P.C.

The margin of safety between the therapeutic dose and the toxic dose of a given drug must be appreciated. Fortunately the margin of safety for most drugs is wide, although such a simple medicament as sodium bicarbonate may derange a man's digestive functions and disturb metabolism to a very serious extent. Some drugs, such as insulin, cinchophen, and certain recent hypnotics, have a relatively narrow limit of safety. The introduction of a new remedy, especially in the days of modern publicity, is usually heralded by great claims



for its wide usefulness and its comparative harmlessness. On the other hand, it is high time we realised the potency of drugs. For instance, is it possible to have really efficient germicides which are non-poisonous, as the essence of their action is that of protoplasmic poisons, substances noxious to bacteria and, in some concentrations at least, to the delicate cells of the human tissues? Among the more commonly used drugs taken indiscriminately by the untutored public are the analgesics and antipyretics, most of which act upon a delicately balanced mechanism located in the brain stem, which should not be unduly tampered with. The barbiturates should only be taken under the skilled guidance of a competent physician, and those of us who have an intimate knowledge of their use and the effect of drug addiction see almost weekly the moral tragedies which are hid from the eyes of specialists.

### Specific Examples

The several forms in which, and the various methods by which, a given drug may be administered, together with the indications for their use, must be appreciated for intelligent therapeutics, but such eminently practical essentials have been neglected or obscured by the disproportionate amount of time spent on formal *matéria medica*, or wasted in the identification of leaves and roots stored in museum bottles. Tincture of opium and morphine hydrochloride have somewhat different actions and uses, and it is too often forgotten that the alkaloidal salt can be administered in other ways than by hypodermic injection. Morphine acts upon the brain after absorption, and all the evidence is against any local action, a fact which deprives the morphine suppository of its supposed local sedative virtues. Only certain doses of drugs are therapeutically effective. The really active constituent of tinct. opii camph. is laudanum. Far too commonly this compound galenical is prescribed in 5-10 minim doses which represent  $\frac{1}{4} + \frac{1}{8} = \frac{3}{8}$  gr. of active morphine, quantities which are therapeutically inert. The several actions of a drug are not all beneficial or of therapeutic value. Quinine, for example, is an excellent germicide, but its cost is prohibitive. Arsenic is a good antiseptic, but owing to its poisonous properties cannot be taken by the mouth or applied locally in quantities sufficient to disinfect the intestinal tract or foul ulcers. Compound syrup of hypophosphites, widely recommended and commonly prescribed, is virtually a syrupy strychnine bitter. Hypophosphites have no physiological effect and no action on any disease process. When taken by the mouth they are excreted unchanged. There is more available phosphorus contained in a glass of milk than can be obtained from a thrice daily dose of 15 grains of hypophosphites. Glycerophosphates are similarly inert bodies.

### Proprietary Medicines

This leads me to the question of proprietary medicines, a problem of profound importance in the establishment of sound therapeutics in the field of medicine. What we are up against is a complex of commercial publicity methods which is a menace to the progress of medical science. The pamphlets one receives designed to laud the virtues of numerous proprietary articles apparently assume that medical men have no intelligence, and the present policy of many proprietary-drug distributors is rapidly depriving the medical and pharmaceutical professions of their rightful heritage. No one is interested in a publicity campaign for the advertisement of good standard medicaments, but it may be taken as axiomatic that the more a proprietary medicine is advertised, or requires to be advertised, the less its value. In this country we urgently need a competent body, composed of experienced pharmacologists, physicians and pharmacists to deal authoritatively with the actions and uses of new remedies and with the claims made for proprietary medicines. I do not apply the designation "proprietary" to patent medicines, i.e., medicines whose composition is not made public. It is an abhorrent idea that any medical man should administer any medicament while

kept in ignorance as to its full qualitative and quantitative composition. Another evil of to-day is the exploitation of proprietary "brands" whereby a well-defined chemical or pharmaceutical entity is commonly disguised under some high-sounding name. Acetylsalicylic acid, for example, will exert its therapeutic effects regardless of the name under which it is given, and the superiority (or otherwise) of particular "brands" of aspirin does not exist where the British pharmacopœial standards are met.

*Digestive System.*—The 1923 Codex contains thirty-two preparations of pepsin, the great majority of which are harmless and equally useless. In the vast majority of cases of gastric derangement it is not the pepsin which is lacking, but the hydrochloric acid. Combinations of pepsin with pancreatin are ludicrous because the conditions required for the activity of the one destroy the other. The one rational use of these medicaments is for the predigestion of food. Diastase is a similar substance, yet many credulous people hopefully dose themselves with diastase, encouraged by the quasi-scientific virtues ascribed to it. The treatment of stomach conditions, employing large doses of antacids, associated with the honoured name of Professor Hugh MacLean, is much exploited and abused. In the so-called "MacLean treatment" drugs only form a part, and it should be emphasised in reality there is no such thing as "MacLean's powder" or "MacLean's formula." Professor MacLean outlined a dietetic régime, supplemented by the rational use of alkali powders (with or without belladonna). The combination of antacids should be varied according to the requirements of each individual case, bismuth carbonate not being always necessary, and the amounts of chalk and magnesium carbonate being determined by the reaction of the patient. I have met several cases of what may be termed "addiction" for these powders, and I have records of a patient who for several years consumed over  $1\frac{1}{2}$  stone of one formula per annum. Gastric pain is, in one sense, a useful warning signal which may be for a time masked or allayed by the so-called "MacLean's powder." The effect of this in one case was that a progressive duodenal ulcer was unrecognised until perforation ensued with fatal results.

*Urinary System.*—There is no more efficient diuretic than water. Buchu can quite well be discarded. Digitalis, caffeine, theophylline and sodium acetate, and urea are useful diuretics, each with distinct actions and indications for its use. Certain mercurial compounds have now a place in renal therapeutics, but must be used with due care and discrimination. Ammonium benzoate and ammonium phosphate can rapidly acidify the urine, and the simplest way to render the urine alkaline is to give copious draughts of water with full doses of sodium bicarbonate. Citrates, acetates and tartrates of sodium and potassium are excreted as bicarbonates or carbonates, and may be used where sodium bicarbonate upsets digestion.

*Vitamins.*—Some people are not satisfied with vitamins as the wise Creator provided them, but require them as concentrates in a bottle or capsule. We must face the fact that adequate diet cannot be replaced in whole or in part either by drugs or by vitamin preparations of any kind. Professor Stockman and myself obtained from certain cereals toxic substances which produced in monkeys the clinical and pathological changes ordinarily attributed to the lack of vitamins A and B. We have been forced to the conclusion that the effects of avitaminosis are due primarily to the excessive amounts of active poisons in certain foods. In a balanced mixed diet the vitamins probably promote neutralisation of such poisons. Most vitamin preparations on the market have no rational grounds for their existence.

The pharmacist has a part to play in the question of the use and misuse of drugs. There is ample scope for the education of the public, and also, as opportunity arises, for the education of the medical profession. I hope the pharmacists will rise to the occasion. Much of the analytical work at present undertaken by pharmacologists could more properly be left to the pharmaceutical chemist, for whom there is also waiting the promising field of biochemical investigations which are so necessary for modern clinical medicine.



## Births

Notices for insertion in this column must be properly authenticated.

**MOTE.**—At the nursing home, West Wickham, on May 8, Eva, wife of Lester C. Mote, chemist and druggist, 3 Beckenham Road, West Wickham, Kent, of a son.

## Marriages

**JOHNSTON—BREMNER.**—At Ferryhill North Church, Aberdeen, on May 17, William Prentice Johnston to Irene Rose Bremner, daughter of Mr. William Bremner, chemist and druggist, Cruden Bay.

**LIVESEY—BURKE.**—At Christ Church, Fulwood, Preston, on May 19, Frank Livesey, M.B., Ch.B., B.Sc., son of Mr. T. W. Livesey, chemist and druggist, Grimshaw Park, Blackburn, to Gertrude A. Burke, Preston.

## Deaths

**CAMPION.**—In a Dublin nursing home, on May 18, of pneumonia, Mr. Francis E. Campion, for many years senior assistant to W. F. Wells & Son, 61 Upper Sackville Street, Dublin.

**COOPER.**—At Failsworth, Manchester, recently, Mr. George Henry Cooper, chemist and druggist, 582 Oldham Road. Mr. Cooper served his apprenticeship to the late Mr. James Braddock, Oldham, and qualified in 1894. The business is being continued by his son, Mr. W. H. Cooper, chemist and druggist.

**O'BRIEN.**—On May 17, Mr. Benjamin T. O'Brien, M.I.M.E., since 1916 joint managing director of Thomas O'Brien, Ltd., cash till manufacturers, 30 Slater Street, Liverpool, aged seventy-seven. About forty years ago Mr. O'Brien joined his father, Mr. Thomas O'Brien, who had been long connected with cash-checking tills, in the manufacture of these machines. After his father's death the business was formed into a private limited company, and Mr. B. T. O'Brien became joint managing director with his brother, Mr. E. H. O'Brien. As a practical engineer Mr. B. T. O'Brien took charge of the manufacturing side. At one time he was well known at exhibitions.

**TAYLOR.**—On May 9, Mr. Arthur Robert Taylor, retired chemist and druggist, 65 Clifton Road, Rugby, aged seventy-one. Mr. Taylor was son of the late Mr. Robert Taylor, chemist and druggist, to whose business in Sheep Street he succeeded. About twenty years ago he sold the pharmacy to Bell & Bell, chemists.

**WALKER.**—At The Dispensary, Jedburgh, on May 19, Mr. James Walker, chemist and druggist, aged seventy-eight.

## Wills

**MR. JAMES JAMIESON**, 64 Cairnfield Place, Aberdeen, manufacturing chemist, who died on February 28 last, left personal estate in Great Britain valued at £7,979.

**MR. CYRIL BRIERLEY BAMFORTH**, 5 Inghead, Linthwaite, nr. Huddersfield, Yorks, chemist and druggist, who died on September 13 last, aged fifty-two, son of the late David Bamforth, left estate gross value £15,781, with net personality £13,618.

**MR. WILLIAM KNIGHT SOMERTON**, 357 Battersea Park Road, Battersea, S.W., chemist and druggist, a member of the South-Western Chemists' Association, who died on February 7th last, aged sixty-three, left estate gross value £7,777, with net personality £6,463.

## Personalities

**SIR HENRY LYONS** has been elected president of the Institute of Physics.

**MR. W. BARBER** has been appointed East of Scotland representative for Cuxson, Gerrard & Co., Ltd., Oldbury.

**ALDERMAN F. W. BATES, M.A., J.P.**, opened a new maternity and child-welfare clinic in Stretford, Manchester, on May 16.

**MR. C. S. DAVIES**, chemist and druggist, West Street, Havant, has been elected to the committee of the local chamber of commerce.

We are informed that **Mr. E. H. Maddick**, sales manager of Morny, Ltd., who has been with them for the past ten years, has resigned his position.

**MR. F. GLADSTONE HINES**, ex-President of the Pharmaceutical Society, whose absence from the recent annual meeting we noted, has been in Holland and Germany.

**MR. CHARLES W. BRÖMLEY** is retiring from Bovril, Ltd., after forty-five years' service, the last thirty-two spent as a London and suburban representative.

**MR. LESLIE A. W. DOE**, Fairchild scholar in 1929, and afterwards Martindale medallist and prizeman at the Pharmaceutical Society's School of Pharmacy, has been appointed assistant in the pharmacy department at the Royal Northern Hospital, London, N.7.

**MISS FREDA CLUBB**, second daughter of Mr. W. H. Clubb, Ph.C., Liverpool, has been granted the degree of Ph.D. (London). Miss Clubb obtained her B.Sc. with first-class honours in 1932. She has been appointed demonstrator in chemistry to the Royal Holloway College.

**MR. THOMAS MARNS**, member of the Council of the Pharmaceutical Society, is sailing for New York and the Eastern States by the Cunard liner "Corinthia" on May 26. Mr. Marns hopes to renew acquaintance with friends made at the Pan-American Pharmaceutical Conference at Toronto in 1932 and to visit Washington.

**MR. A. J. TURNER**, chemist and druggist, manager of the retail department of the Medical Hall, Ltd., Singapore, accompanied by Mrs. Turner and family, sailed for England on May 11. Business communications may be addressed to him c/o Peninsular & Oriental Banking Corporation, Ltd., 117 Leadenhall Street, London, E.C.3.

**MR. W. L. WAY**, who is well known to many pharmacists in South Wales, Hereford and Gloucester as the representative of Francis F. Fox & Co., Ltd., oil, chemical and general merchants, Bristol, was on May 21 installed into the chair of the United Kingdom Commercial Travellers' Association of Great Britain and Ireland at the annual conference of that body held at the Ulster Hall, Belfast.

In the list of new magistrates for the City of Manchester appears the name of Councillor R. G. Edwards, chairman of the Manchester Public Health Committee. Councillor Edwards is a well-known Manchester pharmacist, a past-president of the Manchester Pharmaceutical Association, a past-chairman of the local branch of the National Pharmaceutical Union, and for some years was vice-chairman of the local branch of the Pharmaceutical Society.

**MR. WILLIAM HORACE FYSH**, the current year's chairman of the Bradford and District Branch of the Pharmaceutical Society, was born at Wakefield, and entered pharmacy to fill the vacancy created on the staff of the late Mr. R. Carson, Leeds Road, Bradford, when Mr. Fysh's elder brother was called up for war service. In 1918 Mr. Fysh came of military age and joined the Army. He qualified in 1922, and in 1923 commenced business on his own account at Clayton, where he still is. From 1924 to 1931 he was secretary of the Bradford Branch of the National Pharmaceutical Union.



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### PHARMACEUTICAL FORMULAS (P.F. Vol. II).

Published 1934. Supplementary to Vol. I, and known as "The Chemists' Recipe Book." Contains formulas for adhesives, beverages, cleaning materials, culinary and household requisites, horticultural and agricultural preparations, inks, lozenges, perfumes, photographic preparations, polishes, soaps, toilet articles, varnishes, veterinary preparations, etc., including numerous descriptions of practical methods employed in their manufacture, and other information of use to pharmacists and manufacturers. Over 1000 pages. Price 15s. net, by post 15s. 9d.

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All users of the C. & D. Retail Dispensing Price List require a copy of this Formulary. It brings together the formulas for unofficial preparations, the prices of which are quoted in the Price List. It is a choice collection of good formulas for articles in everyday request by the public. Price 2s. 6d. post free.

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Uniform with the "Chemists' Dictionary," contains 296 pages and consists of formulas for medical prescriptions used in twenty-two hospitals and infirmaries in Great Britain outside the London district. Price 3s. net, by post 3s. 2d.

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## Information Department

### INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

- |                                      |                               |
|--------------------------------------|-------------------------------|
| C/15. Calves' kidney fat             | S/23. Livertone capsules      |
| D/16. Dellard's essence for deafness | B/22. Nadoce dyes             |
| W/15. Glover's Carpolia soap         | C/23. Plantia soap            |
| B/22. Gumora tooth powder            | W/23. Revelation tooth powder |
|                                      | Y/22. Sani-crepe toilet paper |



# THE CHEMIST AND DRUGGIST

VOL. CXX.

MAY 26, 1934

NO. 2833

## Worth Avoiding

DURING the past few years we have at appropriate times favourably commented on the steady progress and development made by the chemical industry, particularly that important section producing what the Key Industries Act describes as "fine" chemicals. Over a period of from ten to twelve years considerable headway has been made. The range of products has been substantially widened, the quantities produced have been continually increased and the standardised quality of the productions has been perfected. The manufacturers in this country have found that under the protection afforded by the Key Industries duties it was not only possible but reasonably profitable to venture into new pastures. For some years the adverse rates of exchange of most of the Continental countries has acted as an additional barrier against foreign competition. Under such conditions the home market has been something of a preserve, and it can be said that our manufacturers have taken advantage of the position, not by seeking to make undue profits but by modernising their plants, improving their productions and generally extending their field of activity.

### Limits of Expansion

It is questionable if the limit of development in the production of some products will not soon be reached, if due regard is to be given to normal consumption. Is the time approaching when some effort might be made by the manufacturers with the object of avoiding undue overlapping and the consequent danger of heavy surplus output in the future? We are, of course, not suggesting that there should be introduced some form of statutory restriction or that reasonable competition is not desirable; much less do we think it would be helpful to themselves or to consumers if the manufacturers were to set up a network of restrictive agreements; but we believe the future development of the industry would be assisted if the producers concerned thoroughly investigated the commercial possibilities of any product they were considering producing before deciding to enter a market that may already be keenly competitive and amply supplied. For individual firms to lay down expensive plant, which, with those already operating, would produce a much greater quantity than is normally required is not in the best interest of the industry as a whole. It must lead to price cutting, poor sales and disappointment.

### To Avoid Excess Production

It is far too early to declare that the establishment of the fine chemical industry of this country is complete and adequate in all its branches, but in some directions there is apparent a tendency to overcrowding. The possibility of internal competition becoming nearly as acute as that formerly experienced from overseas, with its attendant weakening effect

on the industry as a whole, may have to be faced in due course. Individual expansion without regard to the capacity of established sources of supply to satisfy ordinary requirements may be followed by retaliation, and might ultimately, at its worst, lead to fierce and deliberate counter-attacks. Healthy and reasonable competition should be encouraged by all means; but the establishment of a sound and efficient fine chemical industry, capable of meeting normal requirements and earning a normal profit, and, what is even more important, of safeguarding the nation in time of stress, seems more likely to be achieved if an effort is made to endeavour to avoid the danger of gross over-production in every instance where such an undesirable and wasteful position seems likely to arise.

## Medical Research Report

THE latest annual report of the Medical Research Council, covering the twelve months ended September 30, 1933, has been issued (Cmd. 4530, 2s. 6d.) by the Stationery Office. It is pointed out in the introduction that a period of twenty years has passed since the Medical Research Committee (now the Council) was set up, and that during these twenty years the incidence of well-known diseases in this country has changed.

"Many diseases remain as formidable as ever, but it is satisfactory to know that some of the more deadly and disabling have become a mere shadow of themselves. Among the diseases which have almost disappeared, although for no known reason, is chlorosis, twenty years or more ago one of the commonest of all diseases among young women. Another disease in this disappearing group is epidemic diarrhoea and vomiting of children. Those who remember the ravages among infants caused by this disease in the summer of 1911, for example, have reason to be grateful that during the past summer of 1933, when the climatic conditions were such as to lead to the expectation of a similar epidemic, this death-bringing disease has been relatively rare."

The outstanding topic of general interest, perhaps, is the progress made in determining the dimensions of the infective units of viruses.

"A series has been investigated by Dr. Elford's method of differential filtration through graded collodion membranes, and comparison of his measurements has been made with those of the optically demonstrable elementary particles, obtained by direct measurement of Mr. Barnard's ultra-violet photo-micrographs. The results of these two independent measurements . . . continue to show a satisfactory correspondence. . . . Of particular interest is the case of the vesicular stomatitis of horses and cattle, which Mr. Galloway has also investigated. The clinical picture of this condition closely resembles that of foot-and-mouth disease, the distinction being largely based on the usual distribution of the lesions and on the infectivity of vesicular stomatitis for the horse. Dr. Elford's filtration experiments suggest that its infective units have a diameter somewhere between 70 and 100 millimicrons. . . . Such units should be just on the limit of critical resolution with the shortest ultra-violet wave-length which can be used with the optical apparatus yet available; and, in fact, Mr. Barnard has been able to identify very minute particles of uniform size in the fluid from the vesicles of vesicular stomatitis, and to obtain photographs which indicate that the particles are of a size within the limits determined by filtration. . . .

"A gap still remains between the viruses with the smallest optically demonstrable particles and those with a fineness of dispersion approaching that of a protein in solution. Each improvement of method and extension of the range of viruses studied seems, however, to be narrowing the gap. It thus seems not improbable that measurements may soon be available for a continuous series of viruses, with particles ranging in size from those, for example, of the virus of psittacosis, which approach those of the smallest true bacteria, to those of the virus of foot-and-mouth disease, which are too small to come within any existing conception of living organisms. The gap is, indeed, already filled by the range of dimensions of the units of the virus-like bacteriophages."

The greater part of the report is occupied by useful summaries, with bibliographies, of work done at the National Institute for Medical Research and in the numerous laboratories subsidised by Government grants or by private munificence.



## Trade Notes

CUTEX AND ODO-RO-NO BONUS OFFERS are advertised in this issue by J. C. Gambles & Co., Ltd., sole selling



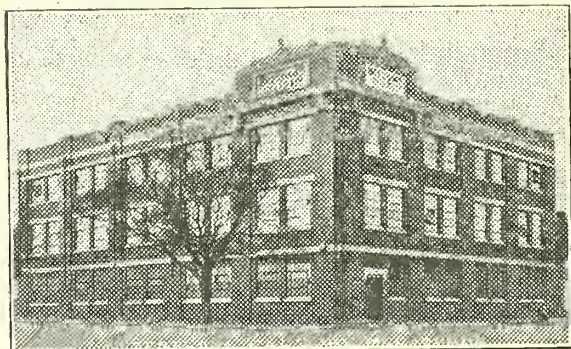
agents, 211-215 Blackfriars Road, London, S.E.1. In both cases the bonus includes an attractive display stand (illustrated herewith).



**NEW HAIR CREAM.**—Evans Sons Lescher & Webb, Ltd., manufacturing chemists, 56 Hanover Street, Liverpool, have introduced a hair cream under the name of Broo; the name is derived from the bay rum and olive oil which is contained in the preparation. A Broo showcard is illustrated herewith.

**A PROMPT REMOVAL.**—The removal of The County Perfumery Co. from Bradford Street, Birmingham, to their new factory at North Circular Road, Park Royal, London, N.W.10, was accomplished with the aid of the Great Western Railway Co. over the Whitsun holidays, and on Wednesday morning of this week the office was in full swing. The demand for Brylcreem has compelled The County Perfumery Co. to enlarge their scope of manufacture, and it was felt that London was the best centre from the distribution point of view. A modern factory has been erected on the most up-to-date lines. The manufacturers point out that it will be some little time before the transfer of the production of goods from Birmingham to London is completed. All correspondence and orders must, however, be sent to the London offices.

**NEW BEECHAM FACTORY.**—Our illustration shows the spacious and up-to-date factory at Melbourne, Australia,



recently opened by Beecham's Pills, Ltd., to meet the expansion of business since 1924, when it was decided to manufacture Beecham's pills in the Commonwealth.

YERBA MATÉ health tea is advertised in this issue by Batley & Co., Stockport.

**PARAMOUNT PRODUCTS, LTD.**, who are advertising Paramount confections elsewhere in this issue, are removing on June 1 from Denholme, Bradford, to Britannia House, Bradford.

**SUN TAN OIL.**—Arthur H. Cox & Co., Ltd., 93 Lewes Road, Brighton, inform us that in their advertisement in our issue of May 19 Sun Tan Oil was inadvertently stated to be composed of mineral oil; this should read "vegetable oil."

**HALMAGON BRAND PREPARATIONS.**—Tonicity Laboratories, Ltd., 26 Great Ormond Street, London, W.C.1, make an important announcement in the advertisement pages with regard to Halmagon brand preparations. The preparations, it is stated, present carefully devised formulas of the halogen salts of magnesium, and are available in specially packed tablet form and in ampoules for hypodermic injection. Particulars of prices and trade terms are given.

## Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1934, p. 304.

(From "The Trade Marks Journal," May 16, 1934.)

- "ZYMA"; for veterinary medicines for hæmorrhage, dermatitis and gastroenteritis (2). By Th. Mühlethaler S.A., Nyon, Canton de Vaud, Switzerland. 543,317. (Associated.)
- "HUDSO"; for poultry medicines (2). By A. K. Hudson, Cragg Farm, Foulridge, Nr. Colne, Lancashire. 548,159.
- "ALB-EX"; for medicated laxative sweets (3). By Stotherts, Ltd., Albion Works, Bolton Road, Atherton, Lancs. 544,223.
- "HORMOLINE"; for medicated preparations (3). By L. Ernest, 102 Shoe Lane, London, E.C.4. 544,583.
- "VACCIOID"; for vaccines (3). By Officers and Committee of the Inoculation Department, St. Mary's Hospital, Praed Street, London, W.2. 545,803.
- "ALKINOL"; for an emulsion of paraffin, magnesia and kolin for indigestion (3). By W. Cox, 44 Dockhead Street, Saltcoats, Ayrshire. 546,770.
- "SUPERLEX"; for a herbal preparation for constipation (3). By H. Boorman, 88 Gray's Inn Road, London, W.C.1. 547,554.
- "KNIGHT'S FAMOUS REMEDY MIST. NINETY-NINE" on label design with facsimile signature and numerals "99" ("Knight's," "Ninety Nine" and "99" disclaimed); for remedies for coughs, etc. (3). By J. Edwards, 23 Northumberland Avenue, London, W.C.2. 546,486.
- "COSYLAN"; for cough medicines for internal use (3). By Parke, Davis & Co., 50 Beak Street, Regent Street, London, W.1. 548,778.
- "AMPHO-VACCINS RONCHÈSE" under design of two interlocked squares ("Ampho-vaccins" and "Ronchèse" disclaimed); for vaccines (3). By A. D. Ronchèse, 7 Rue Foncet, Nice, France. 548,248. (Associated.)
- "OILYERON"; for cough mixtures (3). By F. W. Crawshaw, 380 Boldmere Road, Erdington, Birmingham. 549,872.
- "SPOTS THAT PASS IN THE NIGHT BY USING CUREEN" with name and address of applicants on circular label; for ointment (3). By McKenzie & Morton, "Fontmell," Elm Park Road, Pinner, Middlesex. 548,657.
- "LODYNIC"; for medicinal chemicals (3). By Research Products, Ltd., 12-13 Henrietta Street, London, W.C.2. 549,703.
- "ECLADOR," "FLOZOR," "LIKARIA" and "TUSSY"; for all goods. (48). By Parfumerie J. Lesquendieu Société Anonyme, 5 bis, Rue de la Tacherie, Paris. 544,346/347/348/350.
- "GYPSY MOON PERFUME" with design of moon, lady in crinoline on balcony, and musician; for perfumes (48). By Manon Frères, Ltd., 149 New North Road, London, N.1. 547,316.



# Display

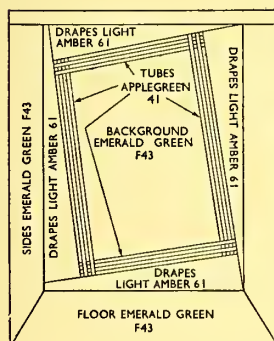
## for the Chemist . . .

### Making the most of Summer

THE two displays illustrated on this page were designed to give a lead in preparing windows appropriate to the season. The theme of the first window is "coolness and comfort," two conditions much sought after during the warm days of summer. The second window deals with the important subject of holidays, and an effort has been made to include as wide a range of holiday goods as possible. For the purpose of the displays the C. & D. model window was adjusted to the following dimensions:—Width, 4 ft. 6 in.; depth, 3 ft.; height, 6 ft. The showcards used in the centres of the displays were specially written, and can be obtained by readers at a cost moderate for such work.

#### "Coolness and Comfort"

The hot summer weather is an appropriate time during which to utilise a display on the lines indicated by this illustration. The C. & D. model window



Display and background by A. A. Jackman

was first "lined-out" with Dennison - Victor crêpe paper in attractive greens and amber, the numbers and design being shown on the colour key. There was some doubt as to the type of fittings most suitable,

but eventually a suggestion made by J. C. King, Ltd., 42-60 Goswell Road, London, E.C.1, was adopted. This comprises seven chromium-plated tripod pedestals with glass shelves, one centre display stand (503) fitted with six black glass shelves, and two corner display stands (465), also fitted with two black glass shelves; the result of this arrangement is a well-balanced display. The showcard "Summer Suggestions: For Coolness and Comfort"





Display and background by Clements, Newling & Co., Ltd.

sums up the purpose of the window in a way easily appreciated by the public. The goods used are all well known to chemists, and acknowledgment is made to the following manufacturers for their co-operation:—Alfred Bishop, Ltd. (salines); The British Drug Houses, Ltd. (Salinax); J. C. Eno, Ltd. (Eno's Fruit Salt); Fassett & Johnson, Ltd. (Lingfords Liver Salt); A. C. Fincken & Co. (Montserrat products); F. W. Hampshire & Co., Ltd. (Icefoam); William Mather, Ltd. (Crocus Corn Comfort); Milner & Coke, Ltd. (Greenwich lemonade preparations); Scott & Turner, Ltd. (Andrews Liver Salt); and Sparklets, Ltd. (Sparklet products).

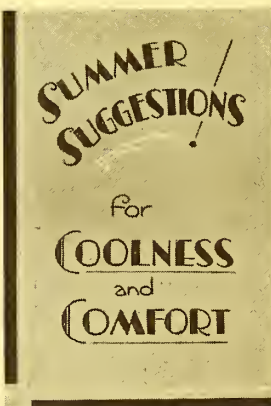
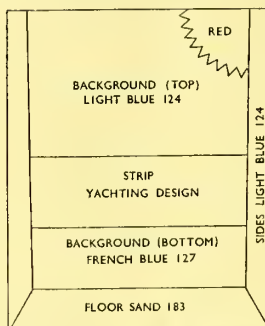
### The Holiday Window

There are certain periods throughout the year when displays of a special nature will result in increased business. The holiday season is such a period, and for this reason the window illustrated on this page was prepared as a guide. Although the display is designed to appeal to holiday-makers in general, the possibility of varying the arrangement and goods to meet particular needs should not be overlooked. For example, year after year the popularity of the "cruising" holiday grows, and the variety which this type offers is almost endless. Consequently a window having "cruising" as its central feature is bound to attract attention and result in increased sales. Several of the leading shipping companies, when approached with this idea, expressed their willing-

ness to co-operate by supplying "cruising" posters to readers desiring to use them in connection with such displays. Other types of holiday—golfing, motoring, "hiking," etc.—can be made the subjects of special window displays.

The holiday window is backed by an arrangement of crêpe paper, the predominating colour of which is blue (see colour key). Novelty has been introduced in the shape of a crêpe paper "sun" and a strip of special Dennison-Victor "yachting design." The fittings comprise a set of wooden pedestals with glass shelves supplied by Clements, Newling & Co., Ltd., 96 Wood Street, London, E.C.2. The goods were supplied by courtesy of the following manufacturers:—Allen & Hanburys, Ltd. (sunburn preparations); Clevis, Ltd. (sun spectacles); Arthur H. Cox & Co., Ltd. (sunburn preparations); The Dubarry Perfumery Co., Ltd. (sunburn preparations); The General Optical Co. (sun spectacles and binoculars); William Hay, Ltd. (sunburn preparations); G. B. Kent & Sons, Ltd. (brushes); The Leyland & Birmingham Rubber Co., Ltd. (bathing caps and shoes); Macleans, Ltd. (sunburn preparations); Potter & Clarke, Ltd. (sunburn preparations); Seajoy Co. (Seajoy plasters); Solport Brothers, Ltd. (puffs, holdalls, travelling companions, eye shades, goggles, Solapad anti-travel sickness belt); and Spencer Bros. (face cloths).

The present vogue of sun-bathing opens up a profitable field for the sale of preparations designed to assist the tanning process or to remedy possible after-effects; these goods are given a prominent position in the holiday window. The inclusion of rubber bathing shoes suggests a useful "companion" sale to bathing caps. Brushes, holdalls, travelling companions and sun glasses are, of course, usual holiday lines, and are kept to the forefront. Binoculars are shown to emphasise the possibility of profitable sales of this line, especially to intending "cruisers." Readers are reminded, in conclusion, of the great importance of boldly pricing each article.



The showcards used in the displays each measure 12 in. by 18 in. The backgrounds are buff, letters black, stripes green and white.



# Ideas for better

## Display



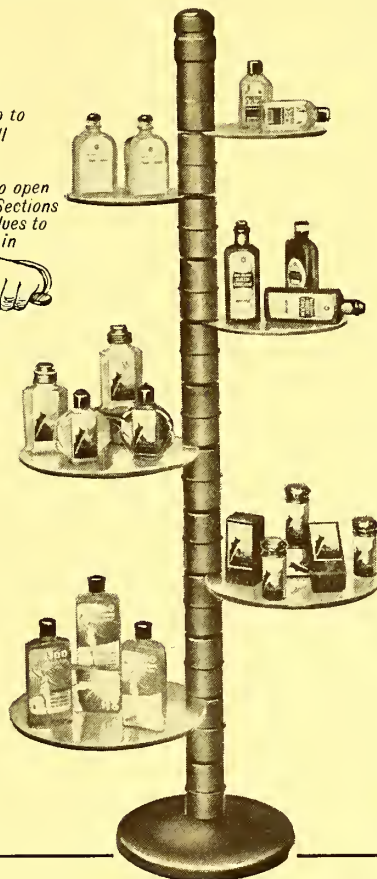
*Above—A new chromium-plated stand with many display possibilities.*

*Below—A new type of display stand, made of bakelite. This stand is easily and quickly assembled and is adaptable to many forms of arrangement (see also small drawing).*

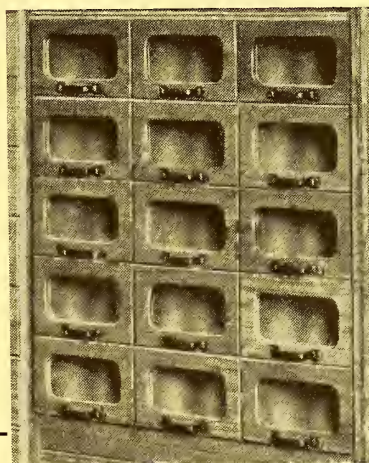


*Above—A new device whereby a display can be attached directly to the window, and remains in position until the locking screw is released.*

*Left—A suggestion for an odd corner. Made of oak-faced three-ply with illumination from behind ground glass.*



*Right—Glass-fronted pharmacy drawers are suggested by this illustration.*



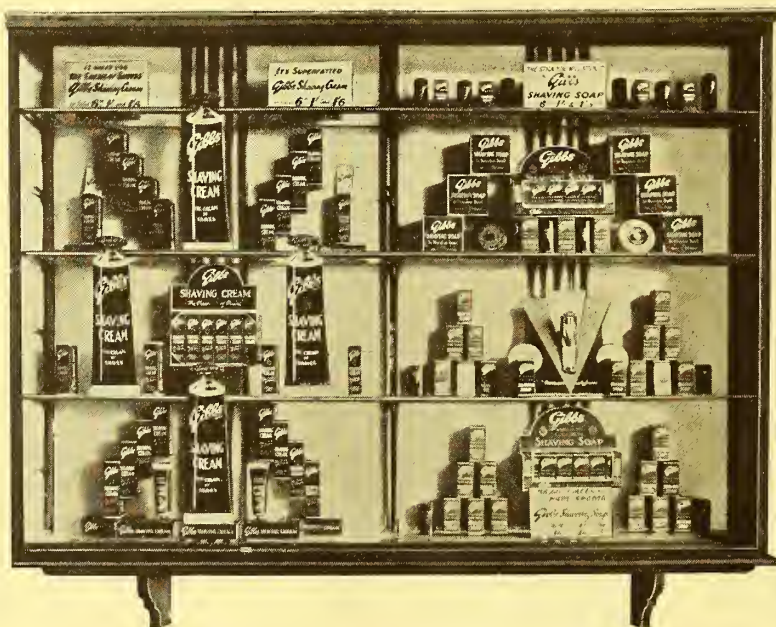


IN the two previous articles under this heading (*C. & D.*, November 18, 1933, p. 612, and January 13, 1934, p. 42) windows were dealt with exclusively, and it must be admitted that this form of display is the finest medium, because it catches the eye of the passer-by, who may or may not be a prospective purchaser. Having dealt with windows, one may pass on to displays using the showcase, counter and shelf, or to give it the correct definition—interior display. If one enters the average chemist's shop and glances round the wall cases and counter showcases one invariably finds that they are more or less utilised as store cases, especially the former. They are, of course, admirable for this purpose, because in most instances they are dustproof and therefore keep the stock clean, but as a selling medium their value is *nil*. A waiting customer naturally spends some time examining the showcases, and if these contain goods displayed in an attractive manner a sale may result. The same applies to floor and counter cases. Effective shows, which have real selling value, can be made in these. If possible, strip lighting should be installed, thereby greatly enhancing the display. The first two illustrations clearly show the possibilities. In No. 1 will be seen an arrangement of cartons. The method adopted is an uncommon one, and breaks away from the usual style of stacking in heaps. A case of this description is to be found in the majority of chemists' shops, and if dressed in this manner will prove far more attractive than if used as a store case, and at the same time will have the effect of improving the appearance of the interior of the pharmacy. It is not necessary, of course, to dress every wall case in this manner.

The second illustration shows a simple method of arranging cartoned goods, allowing for stock to be withdrawn for selling purposes. Small informative tickets or cards act as a selling medium. If wall cases are not

# Display for Selling

By H. CUNDALL,  
President, London Branch,  
NATIONAL DISPLAY ASSOCIATION



(1) *An unusual arrangement of cartons in a wall case*

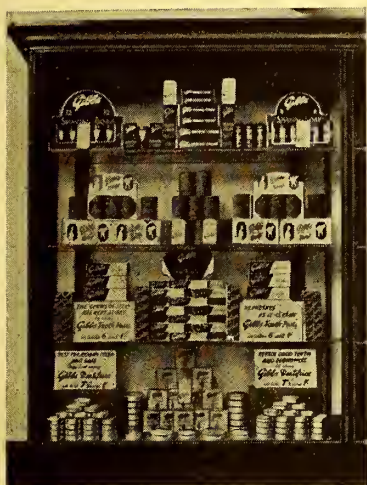
available, this style of display can be arranged on shelves, and if these are set approximately twelve inches apart no difficulty will be found in making an attractive show. Crêpe paper for a background, in colours to tone with the goods, greatly improves the display. An effective display can be made, arranging cartons in the manner shown in the first illustration, but instead of shaving soap cartons empty sulphur tablet boxes and sulphur soap are used. A background of bright green crêpe paper, relieved with tubes of yellow, makes a good backing for the yellow cartons and wrappers of the soap. A neatly worded card "Spring is Here" would be appropriate in the centre. As

flanking cards, something on the following lines could be used:—"Sulphur Tablets for the Blood" and "Sulphur Soap for the Skin." This is, of course, a very simple suggestion for a showcase display; others, featuring baby goods, surgical requisites, etc., can be arranged from time to time.

Wall cases, as a rule, are rather narrow, and therefore suitable only for small merchandise. Floor and counter showcases lend themselves to a more open type of display, and can be dressed in the same manner as a

shop window. The third illustration shows window display material arranged in a showcase measuring 6 ft. long, 2 ft. wide and 3 ft. 6 in. high. The fourth illustration shows a display on more unusual lines, arranged in a window 6 ft. by 5 ft. by 3 ft., but which can be carried out in a showcase. This display requires a certain amount of patience in arranging. The links of the chain are made of wood, painted white, and the sides should be of a thickness to allow an empty carton to fit comfortably round; they should be of the correct length to allow an even number of cartons. For a chemist who runs a special pack, this is a very effective method of introducing an additional line. The three links are suspended by black wire at each end; the background is black.





(2) A simple display of cartoned goods

The fifth illustration shows a novel method of arranging cartons. This display can be built up in either a window or wall showcase. In the case of a window display, the cartons are arranged round circles of black card, and each unit is suspended from the top of the window to the required height. The showcards are of plain white board with black

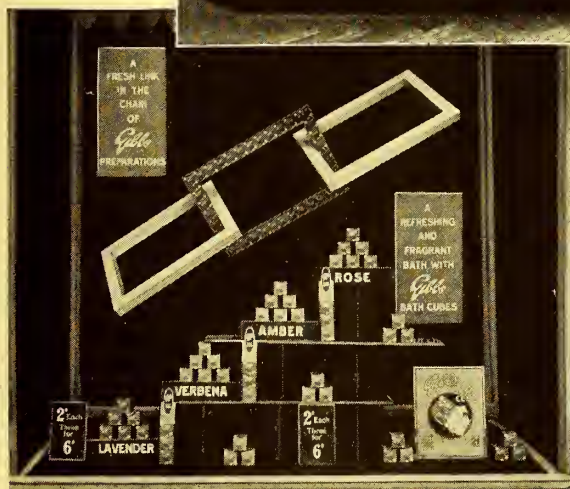
lettering. The one in the left-hand corner with the wording "Gibbs Dental Cream" is in one piece, on a slightly heavier board. It is suspended from the top of the window with strong black thread. With all hanging cards, it is a good plan to mount them on three-ply, as this gives weight, and it will be found that they hang more freely and keep in position. The three crescent-shaped cards are fixed to the black circular cards—which hold the cartons—by means of stout black wire. These wires are in the form of stays and run from the tips of the crescent cards to the back of the black circular cards. Adhesive tape will hold the wire in position. This again requires a certain amount of patience, but one's efforts are amply repaid by the very effective show obtained. Only two stands are used in this display, and they are of the modern cube type, obtainable from most shopfitters in nests of six, ranging from 3 in. to 18 in. in height. They are sprayed in various colours, such as aluminium and black, aluminium and green, etc. They will be found very useful when making an open display. With a showcase, the cartons

and showcards can be fixed straight on to the background—a much simpler process. The design can be either in the form of a crescent, circle, diamond or triangle. Showcases, like windows, should be distinctive. If one distributes one's interest all over the window or case one has no central feature, and the effect obtained is flat. As will be seen in the illustrations, each display has some centre of distinction.

Goods are arranged in units, in order that they may be seen by the customer without confusion. The only way to create interest in displays, both window and showcase, is to focus attention.



(3) Window display material arranged in a showcase



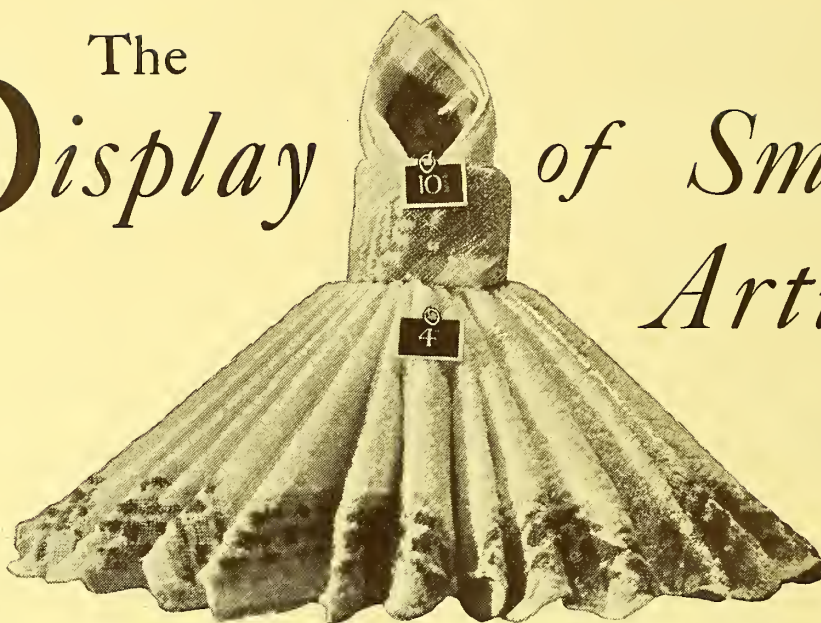
(4) A small window display also suitable for use in a showcase



(5) An arrangement of cartons giving an effect of novelty



# The Display of Small Articles



By Ralph Glover, M.P.S.

**S**MALL articles such as nail brushes, tooth-brushes, washing squares, etc., figure largely in the stock of the pharmacist, yet how rarely one sees them displayed to advantage. The general tendency is to regard them as being clumsy and their display unattractive. The following article deals with the treatment of such lines as parts of other displays.

## Washing Squares

Washing squares are in general demand, especially in districts where the water has a tendency to be "hard." The squares should be shown together with sponges and sponge bags, nail brushes and soaps, and lend themselves well to "stunt" displays and special line shows. The group which is the subject of the heading is formed by folding the square from corner to corner into a triangular shape. The cloth is then folded

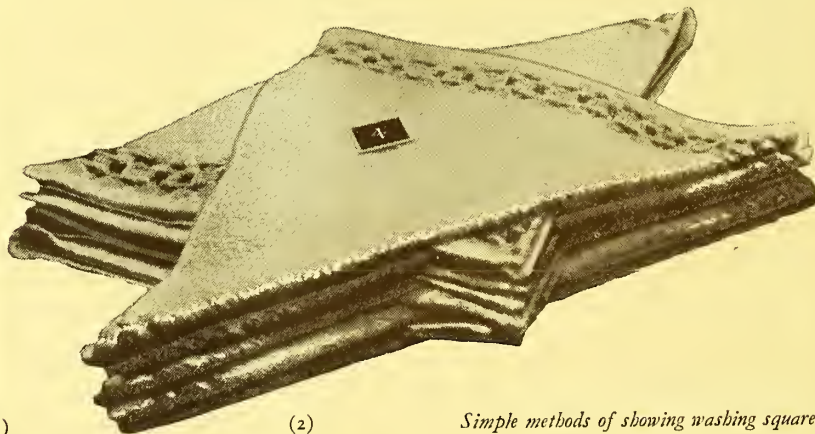
down the perpendicular of the triangle into a smaller triangle. The top corner of the folded square is then pinned to the top of a suitable carton; this operation is repeated so that the washing squares circle round and cover the carton. On the top a square is folded in serviette fashion and priced. The first illustration shows a neatly folded washing square which may be clipped to the shelf. For interior display washing squares sell best as a "pick-up" line; they should be laid out flat on the counter or folded as shown in the second illustration. It cannot be too strongly emphasised that every customer for soap is a prospective buyer of washing squares, and it should consequently be easy to suggest the additional purchase. Suggestion, when put in a casual way, does not offend, but shows attention and creates goodwill.

## Tooth-brushes

Tooth-brushes should be shown together with a selection of tooth-pastes, dentifrices and mouth washes, and it is wise to include a few dental-plate brushes and cleansers. In the third illustration tooth-brushes of the same price are fastened together in bundles by means



(1)

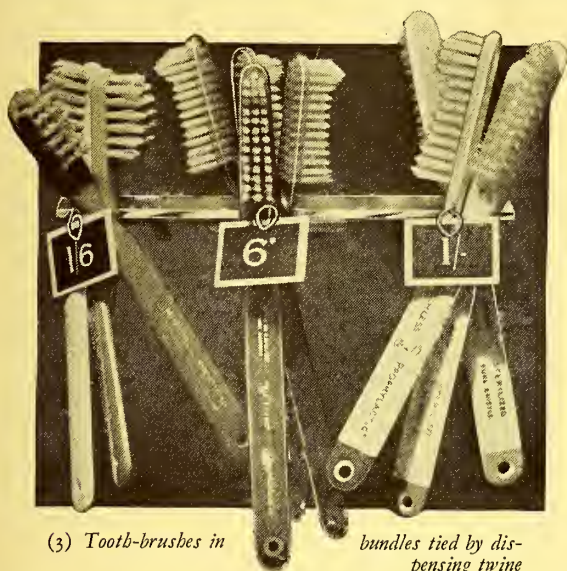


(2)

*Simple methods of showing washing squares*

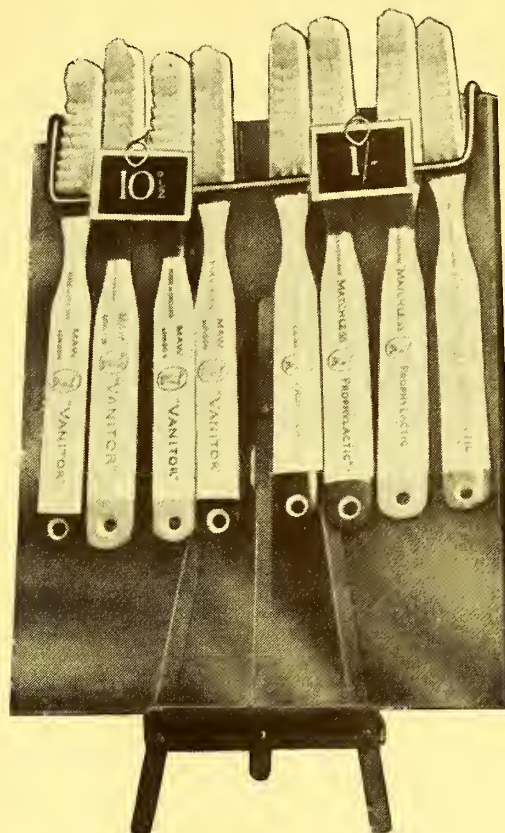


of thin dispensing twine. This is preferable to the use of rubber bands, as these are inclined to deteriorate when exposed to sunlight. The bundles are clipped to the edge of the shelf and priced. For interior display one of the best selling mediums for tooth-brushes has been found to be a series of small dishes or wooden boxes (white-enamelled cigar boxes answer the purpose well) each containing an assortment of brushes at the



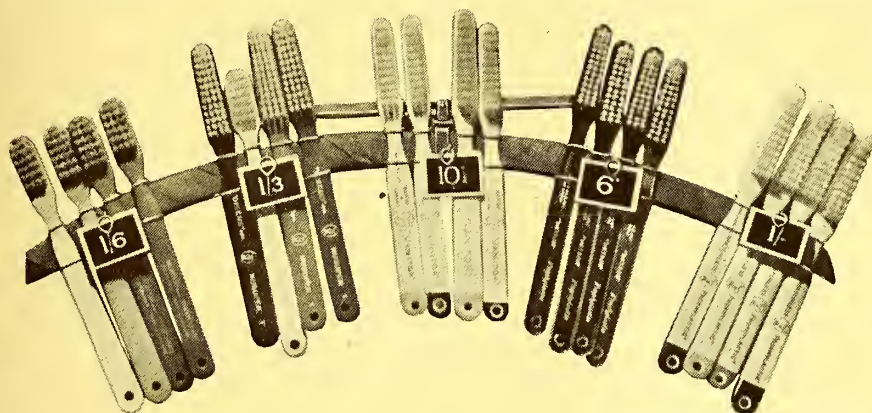
(3) *Tooth-brushes in bundles tied by dispensing twine*

same price and plainly marked. The dishes, when placed on or near the cash register, are wonderful sellers. The method shown in the fourth illustration is carried out as follows:—An ordinary cheap wooden coat-hanger, without the hook, is painted black or covered



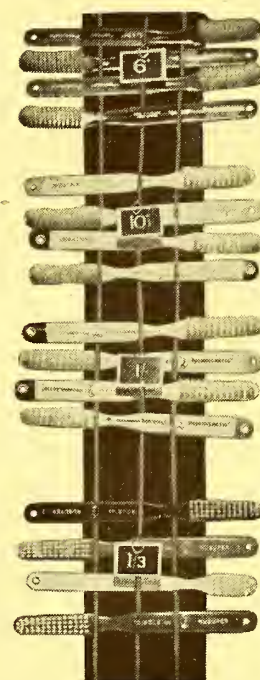
(5) *Tooth-brushes fixed by bent wire over glass*

of the handle. Make a point of guaranteeing every brush against faulty workmanship and, if any brush is returned with a complaint, be sure to exchange willingly.



(4) *A new use for a coat-hanger*

with crêpe paper to match a colour scheme. Tooth-brushes grouped in prices are fastened to it with elastic bands and priced. This stand is clipped to the shelf by means of a shelf clip. A piece of glass and thick copper wire are used in the fifth illustration. The ends of the wire are bent so that they fall over the top edge of the glass. Priced tooth-brushes are placed as shown between the glass and wire, and the whole is supported on a showcard stand. The sixth illustration shows an additional method of showing tooth-brushes by means of elastic strips which hold the brushes securely in position. It is important, of course, that the staff know the good points of a tooth-brush—the quality and transparency of the bristles, the setting of the bristles and the material



(6) *Elastic bands hold these brushes securely in position*

This service will be greatly appreciated by the public and marks a distinct advantage over the store.



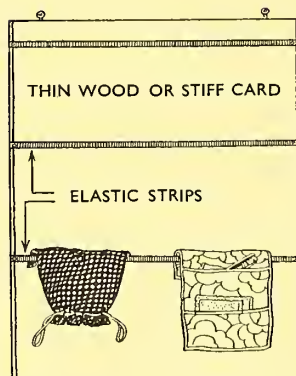
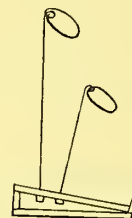
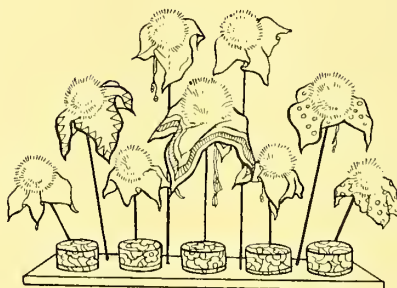
# Practical Display Hints



*A useful method of showing hot-water bottles by connecting them with "S" books.—From C. M. F. Barnettson, Swaffham, Norfolk.*

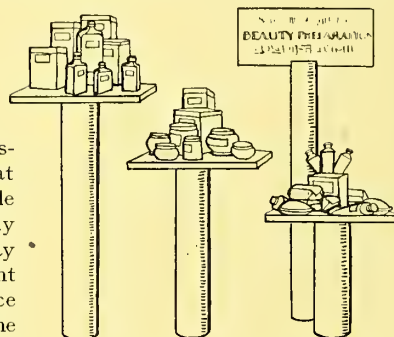


*Handkerchief puff stand made from strong wire and wood. Wire loops and side view also shown.—From E. A. Darley, Southport.*

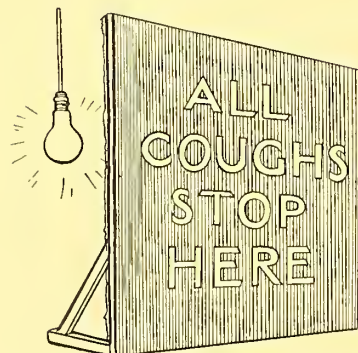


*A hint for displaying sponge bags or holdalls.—From Kathleen A. Patterson, Belfast.*

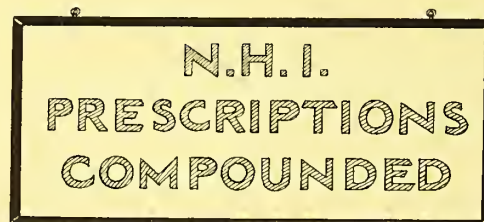
THE invitation to subscribers and their assistants (*C. & D.*, March 17, p. 304) to pass on useful display "wrinkles" brought a gratifying response, and on this page several of the hints are illustrated. Their appearance may enable readers to use them to advantage, or perhaps to modify them for a special purpose. It cannot be too strongly emphasised that a certain amount of ingenuity is necessary if displays are to be successfully built up, and this applies particularly when costs must be kept low. All the ideas illustrated on this page have the merit that they can be put into practice at little or no expense, and can be usefully employed for a variety of display purposes. One of the most convenient ways for an assistant or apprentice to acquire display ideas is to examine the various windows in his area. Many shops, other than those of chemists, employ display methods which, with some alteration, can be adapted for use in the pharmacy.



*Display stands made from cardboard tubes covered with coloured material.—From U. Alstead, Bolton.*



*"Electric" sign from fret-worked board. Board, after cutting, is white enamelled. Colour by crêpe paper or celluloid behind board.—From George Hamilton, Belfast.*



*Cheap window-sign made from glass and cardboard (same size), cut-out letters, and passé-partout.—From George Hamilton, Belfast.*

# Association Meetings      Pharmaceutical Society of Great Britain

## North British Executive

**Edinburgh.**—The first botanical excursion of the summer session, under the auspices of the Edinburgh Chemists', Assistants' and Apprentices' Association, took place on May 16, when Messrs. W. Stout and J. Teesdale conducted a party to Barnton. The weather was moderately good, and many specimens were collected. A new feature was a typed tabulated list of the local flora, of which each had a copy, and which was of great assistance in field work. On the motion of Mr. W. A. Beattie (president), a vote of thanks was awarded to Messrs. Stout and Teesdale.

**Manchester.**—The officers of the Manchester Pharmaceutical Association for the ensuing year have been appointed as follows:—*President*, Mr. Harry Brindle; *Vice-Presidents*, Messrs. E. H. Simmons and E. Walters; *Treasurer*, Mr. W. I. Scholes; *Social Secretary*, Mr. J. H. Franklin; *Secretary*, Mr. T. Miller.

**Public Pharmacists.**—At a meeting of the Council of the Guild of Public Pharmacists, held on May 8, the following officers were elected for the ensuing year:—*President*, Mr. H. Davis; *Vice-President*, Mr. C. H. Sykes; *Treasurer*, Mr. A. H. Jenkin.

**West Kent.**—At the annual meeting of the West Kent Chemists' Association, held on May 8, the secretary (Mr. Wallace Pring) gave a *résumé* of the activities of the Association and Branch during the past session. Outstanding events included a successful dinner, an enjoyable dance, a lecture, and an address by Mr. Thomas Marns (a member of the Society's Council). Mr. E. G. Price, at the conclusion of an interesting address, was unanimously elected *Chairman* for a second year, and Mr. Allan Bone became *Vice-Chairman*. Mr. C. G. Pinchen was asked to continue his good work as *Treasurer*. Mr. V. S. Leather (in succession to the late Mr. R. C. Davenport) was asked to co-operate with Mr. Pring as *Joint Secretary*.

**West Middlesex.**—The annual meeting of the West Middlesex Chemists' Association was held on May 15, the president (Mr. Thomas Marns) in the chair. After the accounts had been passed the following officers were elected for the coming year:—*President*, Mr. R. F. Edkins; *Vice-President*, Mr. F. H. Mylroi; *Secretary*, Mr. E. J. W. Dale; *Treasurer*, Mr. J. E. Alcock; *Auditor*, Mr. Herbert Skinner; *Deputy Auditor*, Mr. S. R. Hughes; *Committee*, Mrs. Whatley, Messrs. Marns, Browne, Dobson, Ironmonger, Sennitt, Highfield, Potter and Goodall.

## Photographic Dealers' Association

**Blackpool.**—The sixth annual meeting of the Blackpool and Fylde Branch was held on May 15. In the course of his annual report Mr. T. A. Durkin (secretary) stated that the past year had been most successful. Many applications to join the Association had been received. He regretted that much irregular dealing had been carried on in the district. Prior to the election of new officers the retiring officers were thanked for their services, and a special vote was accorded to the secretary. Mr. C. Cornforth was chosen as *President*, with Mr. S. C. Coupe as *Vice-President* and Mr. W. Jones as *Treasurer*. Mr. T. A. Durkin was re-appointed *Secretary*. Messrs. J. F. Blackhurst, C. France, F. W. Ludlam, J. Dyson, and W. Holmes were elected as the *Committee*. The meeting then discussed the sixpenny four-exposure film and the announcement by one manufacturer that he was to code his films. It was unanimously agreed that members should not stock the four-exposure spool.

THE annual report of the Executive of the North British Branch of the Pharmaceutical Society for the year 1933-34 states, *inter alia*, that the principal matters dealt with by the Executive during the year include the Pharmacy and Poisons Act, Poisons Board and Poisons Schedule, recognition of schools and part-time evening classes, examination regulations and revision of syllabuses, Council's proposals for training of apprentices, executors and indentured apprentices, Methylated Spirits (Sale by Retail) Bill, sale of surgical spirit and amended formulas, Dangerous Drugs Act Regulations, diploma courses in biochemical analysis, public pharmaceutical service and voluntary medical benefit schemes, reconstruction of premises and additional modern apparatus for examinations, sale of lysol solution, use of title "Pharmacy," agricultural and horticultural poisons' licences, Shops (Hours of Closing) Act, Shops (Sunday Trading Restriction) (Scotland) Bill, Medicines and Surgical Appliances (Advertisement) Bill, and the Benevolent Fund. The financial statement for the year 1933 showed a total expenditure of £5,039 3s., compared with £5,372 12s. in 1932. Membership is 2,620, an increase of 842. The Society's House is now in good repair, and the new examination equipment has given entire satisfaction. A permanent scheme of reconditioning both 34 and 36 York Place is now ready to be carried out subject to sanction by the Council.

## Branch Meetings

**Anglesea.**—The annual meeting of the Anglesea, N. Carnarvonshire and Colwyn Bay Branch took place on May 2. The following officers were elected for the ensuing year:—*President*, Mr. H. R. Evans (Bethesda); *Vice-President*, Mr. Llewelyn Jones (Anglesea); *Secretary*, Mr. Lionel G. Wood (Deganwy); *Treasurer*, Mr. H. R. Jones (Conway). Reference was made to the splendid service given by the retiring president (Mr. C. Parry) during his term of office, and a hearty vote of thanks was accorded to him. Councillor D. A. Bryan addressed the meeting and explained the policy of the N.P.U. A vote of confidence in Councillor Bryan was carried unanimously. Mr. Jones (Colwyn Bay) asked whether the Society or the N.P.U. had taken any steps to assure official recognition of the qualified pharmacist in His Majesty's forces. In view of the large number of young qualified chemists out of a job something should be done. A resolution was carried unanimously that the secretary of the Pharmaceutical Society and the secretary of the N.P.U. should be asked to take steps at once to obtain an official rank, in His Majesty's forces, for the qualified dispensing chemist.

**Edinburgh.**—A meeting of the Edinburgh and South-Eastern Scottish Branch was held at 36 York Place, Edinburgh, on April 25, Mr. John Gilmour (chairman of the Branch) presiding. The chairman said he was privileged to introduce to them Dr. J. M. Johnston, the pharmacologist in the Department of Health for Scotland, who had taken a very sympathetic and friendly attitude towards the work of the pharmacist under National Health Insurance conditions. He had another link with pharmacy in the fact that he was a member of the Poisons Board. Dr. Johnston gave an address on *Drugs, Their Uses and Misuses* (see p. 589). Mr. Thomas Wilson, in moving a vote of thanks, said he thought the lecture should be broadcast. Dr. John Orr (Dean of the School of Medicine), in seconding, said he found himself in general agreement with all that had been said by Dr. Johnston. The vote of thanks was passed with acclamation.

**Manchester.**—Officers of the Manchester and Salford Branch have been appointed as follows:—*Chairman*, Mr. J. H. Franklin; *Vice-Chairman*, Mr. Harry Brindle; *Treasurer*, Mr. W. I. Scholes; *Secretary*, Mr. T. Miller.



# Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

## 28 Essex Street, W.C.2, May 24

THE markets have been rather slow in opening up following the holidays, but a very fair miscellaneous inquiry is being received. In the pharmaceutical chemicals markets conditions are fairly steady, with a continuance of price-cutting in some products. CITRIC ACID is quiet, but there is a steady demand for TARTARIC ACID. SALICYLATES are very steady. Business in crude drugs is fair, but mostly for spot goods. Sales at last week's auction were small, but quite a fair business was done afterwards. BUCHU is very steady and likely to improve. The shipment price for new crop CASCARA SAGRADA tends to advance. NORWEGIAN COD-LIVER OIL for shipment is quoted dearer. MENTHOL remains dull. There has been a good demand for the white grades of TRAGACANTH, and these are now quoted dearer on a very healthy market. The Continental combine has further advanced their shipment price for MERCURY, and substantial sales are reported for this year. BEES' WAX is short and firm, with prices advanced. CARNAUBA has been rather dull and is slightly easier. Essential oils have mostly been quiet markets, and values continue at recent low levels. ANISE (STAR) and CASSIA are steadier forward. Sicilian hand-pressed LEMON and sweet ORANGE for shipment are much steadier, and rather more interest is being taken in these products. LEMONGRASS is steady on spot, but again easier for shipment. Japanese PEPPERMINT has remained dull. PETITGRAIN is easier spot and forward.

## Exchange Rates on London

THE following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	May 24	Value of the £
Amsterdam ...	Fl. to £	12.107	7.49½	12/4½
Berlin ...	Mks. to £	20.43	12.91½	12/8
Brussels ...	Belgas to £	35	21.74	12/5
Copenhagen ...	Kr. to £	18.259	22.39½	24/8
Lisbon ...	Esc. to £	110	109½	19/11
Madrid ...	Ptas. to £	25.22½	37½	29/4
Milan ...	Lire to £	92.46	59½	12/11
Montreal ...	Dol. to £	4.86½	5.08	20/10
New York ...	Dol. to £	nominal	5.08½	20/10½
Oslo ...	Kr. to £	18.159	19.90½	21/11
Paris ...	Fr. to £	124.21	77½	12/4½
Prague ...	Kr. to £	164.25	122	13/10
Stockholm ...	Kr. to £	18.159	19.40	21/4½
Warsaw ...	Zloty to £	43.38	27	12/5½
Zurich ...	Fr. to £	25.2215	15.63	12/5½

Bank rate 2 per cent.

## Pharmaceutical Chemicals, etc.

So far this week business has been rather quiet, with prices quoted about unchanged. Severe competition is noted in some lines. The demand for Tartaric acid has been improving while Citric acid is rather quiet.

ACETANILID.—Market is steady, business quiet: B.P. crystals and powder, 1s. 5½d. to 1s. 8d. per lb., as to quantity.

AMIDOPYRIN.—Small spot business, mostly at cheaper figures than those quoted for Continental material to come forward: crystals, five cwt., 18s. 9d.; two cwt., 19s. 1½d.; less than two cwt., 19s. 6d. per lb., with powder 2½d. per lb. extra.

ASPIRIN.—Average business continues with makers' prices maintained: home trade, ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d.; 28 lb., 2s. 9d.; 14 lb., 2s. 10d.; 7 lb., 3s.; 4 lb., 3s. 2d.; 1 lb., 3s. 4d. per lb. Bulk packing, free, net, carriage paid. Contracts: Over twelve months, minimum, one ton; over six months, less than one ton.

BARBITONE.—The spot market is competitive and well under forward prices: spot, one cwt., 13s.; 56 lb., 13s. 1½d.; 14 lb., 13s. 3d.; small parcels, up to 14s. per lb.

BROMIDES.—Business is moving on a fair scale, market steady: ammonium, not less than five cwt., 1s. 9d.; one cwt., 1s. 10d.; 28 lb., 2s. 1d.; smaller quantities, 2s. 5d. per lb.; potassium B.P. crystals and granular, not less than five cwt., 1s. 6d.; one cwt., 1s. 7d.; 28 lb., 1s. 10d.; smaller

quantities, 2s. 2d. per lb.; sodium B.P., not less than five cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s.; smaller quantities, 2s. 4d. per lb., without engagement. Special prices for larger quantities.

CITRIC ACID (B.P. CRYSTALS).—Market is keenly competitive and business is rather quiet. British makers quote unchanged at 9½d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers are offering foreign material at very keen prices.

CREAM OF TARTAR.—A fair business with British material quoted at 82s. per cwt., less 2½ per cent. discount, nominal and without engagement. Dealers are quoting at competitive figures.

HEXAMINE.—A moderate business is reported, market competitive. Free-running crystals, five cwt., 1s. 8d.; two cwt., 1s. 8½d.; one cwt., 1s. 9d.; 14 lb., 1s. 11d.; smaller parcels, up to 2s. per lb.; powder, 1s. 5d. per lb. for cwt. lots and less for bulk quantities.

HYDROQUINONE.—Seasonable inquiry is fair. Convention prices for one delivery and for contracts are unchanged.

INSULIN.—The scale of prices for British continues at the recent reduction, as follows: 5 c.c. vial (100 units), 1s. 4d.; 10 c.c. vial (200 units), 2s. 7d.; 25 c.c. vial (500 units), 6s. 3d.; double strength, 5 c.c. (200 units), 2s. 7d.; 10 c.c. (400 units), 5s. 1d.; quadruple strength, 10 c.c. (800 units), 9s. 10d.

IODIDES.—A moderate business in some salts is reported with the scales of prices unchanged on quotation.

METHYL SALICYLATE (B.P.).—Market is steady, business rather quiet: ten cwt., 1s. 5d.; five cwt., 1s. 5½d.; one cwt., 1s. 6d.; less than one cwt., 1s. 7d.; small quantities in bottles, up to 2s. per lb.

METHYL SULPHONAL.—Dealers are doing some small spot business: two cwt., 17s. 6d.; one cwt., 17s. 11d.; 56 lb., 18s. 4d.; small parcels, 18s. 9d. per lb.

PHENACETIN.—Rather fierce competition has developed, business fair: crystals or powder, five cwt., 3s. 7½d.; two cwt., 3s. 8d.; one cwt., 3s. 8½d.; 56 lb., 3s. 9½d.; smaller parcels, up to 4s. 3d. per lb.

PHENAZONE.—A limited business is reported at very keen prices: crystals, five cwt., 10s. 7½d.; two cwt., 10s. 10d., and less, up to 11s. 6d. per lb., with powder 2½d. per lb. extra.

QUININE SALTS.—Sulphate, 2s.; bisulphate, 2s.; ethyl carbonate, 2s. 7½d.; salicylate, 2s. 8d.; phosphate, 3s. 1d.; hydrochloride, 2s. 6½d.; bihydrochloride, 2s. 9½d.; hydrobromide, 2s. 6½d.; bihydrobromide, 2s. 9½d.; valerianate, 3s. 5½d.; hypophosphite, 3s. 8½d.; alkaloid, 2s. 9½d. per oz., carriage paid on bulk quantities.

SANTONIN.—Market continues competitive with but few inquiries about. Kilo. lots at £14 and slightly less for bulk quantities.

SODIUM SALICYLATE (B.P.).—Market continues steady at controlled prices, business restricted: home trade, powder, five cwt., 1s. 8½d.; one cwt., 1s. 9d.; 28 lb., 2s.; 14 lb., 2s. 2d.; 7 lb., 2s. 3d.; 1 lb., 2s. 6d. per lb., with crystals one penny per lb. extra.

STRYCHNINE SALTS.—Makers' prices are as follows:—

—	Under 16 ozs.	16 ozs.	35 ozs.
	Per oz. s. d.	Per oz. s. d.	Per oz. s. d.
Pure cryst. ...	2 7	2 5½	2 5
Pure precip. ...	2 6	2 4½	2 4
Arseniate ...	2 7	2 5½	2 5
Bisulphate ...	2 1	1 11½	1 11
Hydrochloride ...	2 4	2 2½	2 2
Hypophosphite ...	4 8	4 6½	4 6
Nitrate ...	2 2	2 0½	2 0
Phosphate ...	3 0	2 10½	2 10
Sulphate ...	2 3	2 1½	2 1

25-oz. tins free. Lower prices for contracts, with rise and fall clause.

SULPHONAL.—Dealers' sterling prices are steady, business limited: crystals, two cwt., 14s.; one cwt., 14s. 5d.; 56 lb.,



14s. 7d.; smaller parcels, up to 15s. 1d. per lb., with powder 2½d. per lb. extra.

**TARTARIC ACID (B.P. CRYSTALS).**—A very fair business is reported with British makers' quoted price unchanged at 1s. 0½d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers are offering at competitive prices.

**VANILLIN.**—The market is reported to be steadier but outside competition is noted: ex guaiacol or clove oil, ten cwt., 14s. 6d.; five cwt., 14s. 9d.; three cwt., 15s.; one cwt., 15s. 3d.; 56 lb., 15s. 6d.; 28 lb., 15s. 9d.; 14 lb., 16s.; less, 16s. 3d. per lb.

### Crude Drugs, etc.

**AGAR.**—Market is dull; forward a point easier: spot, Kobe No. 1, 1s. 11d.; No. 2, 1s. 9d.; Yokohama No. 1, 1s. 9d. per lb.; shipment, Kobe No. 1, 1s. 7½d.; No. 2, 1s. 6½d.; Yokohama No. 1, 1s. 5½d. per lb., c.i.f.

**ALKANET ROOT.**—Dealers are quoting spot at about 45s. per cwt.

**ANTIMONY.**—Market is steady and unchanged. Chinese crude, spot, £25; shipment, £20, c.i.f. Chinese oxide, spot, £30 10s.; shipment, £26, c.i.f., nominal.

**BALSAMS.**—*Tolu* is quoted on spot at 2s. 1d. per lb., which might be shaded for bulk lots. *Canada* is offering at 2s. 2d. per lb.

**BELLADONNA.**—Some root testing .43 is available on spot at about 60s. per cwt.

**BUCHU.**—This market is fully steady and tends to advance. Good business continues and prices are firm. Good green rounds, 10½d. to 11d.; fair to ordinary, 9½d. to 10d. per lb., spot. Drought and short picking is reported to be the cause of the firm tone at origin.

**CAMPHOR.**—Market is dull: spot, slabs, 2s. 0½d.; flowers, 2s. 1d.; tablets, 2s. 4½d. per lb.; shipment, slabs, 1s. 9½d.; flowers, 1s. 9½d.; tablets, 2s. 1d. per lb., c.i.f. English refined is quoted unchanged: flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz., and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz., ½ oz. and ¼ oz., 3s. 6d. per lb.; special prices for contracts for quantities.

**CASCARA SAGRADA.**—The shipment market for new peel tends to advance. Offers were at 27s. 6d. per cwt., c.i.f., for car-load lots, but some sources are now asking fully 1s. more, and the original price may be withdrawn altogether.

**CHAMOMILES.**—With a steady demand the market is fully maintained at from 250s. to 300s. per cwt., as to colour.

**CLOVES.**—The market is quoted a point dearer and is steady. Zanzibar, spot, 5½d.; shipment, June-August, 5d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended May 19 were *nil* and the deliveries 5, leaving a stock of 4,534. From January 1 to date, landings of Zanzibar have been 3,243 and the deliveries 1,231. Landings of Madagascar for the week ended May 19 were *nil*, and the deliveries *nil*, leaving a stock of 904. From January 1 to date landings of Madagascar have been 232 and the deliveries 310 packages.

**COCOA BUTTER.**—Prime English is quoted from 8½d. to 10d. per lb., as to quantity.

**COCONUT (DESICCATED).**—Quoted values are slightly easier on the week. Spot, fine, 15s.; medium, 15s.; shipment, halves, May-June, 13s. 6d. per cwt., c.i.f.

**COD-LIVER OIL.**—Bergen reports Finmarken fishing is concluding. Results to May 21: 131,484 tons of cod and 79,600 hectol. of oil, as compared with 131,777 tons of cod and 74,174 hectol. of oil at the same date in 1933, and 154,000 tons of cod and 89,131 hectol. of oil in 1932. Although rather quiet, the shipment market for finest Lofoten steam refined non-freezing medicinal oil is dearer and steady at 94s. 6d. per barrel, c.i.f. Spot, 136s. per barrel, ex store, duty paid. Newfoundland, finest non-freezing medicinal oil, 132s. 6d. per barrel, ex store. British oil, non-freezing, finest medicinal, steady at 120s. per barrel, c.i.f., London, duty free.

**DAMIANA LEAVES.**—Supplies are very scarce, particularly on spot; values nominal.

**DERRIS ROOT.**—A steady business is reported with prices from 8½d. to 10d. per lb., as to test and quantity.

**ERGOT.**—Business is very fair and prices are quite steady. Spanish, 1s. 7½d.; Portuguese, 1s. 6½d. per lb., spot.

**GELATIN.**—A steady business with prices unchanged: German, gold leaf, 2s. 4d.; silver leaf, 2s. 2d.; bronze leaf, 1s. 10d.; plain leaf, 1s. 8½d. per lb. French, gold leaf, 1s. 10d.; silver leaf, 1s. 8d.; bronze leaf, 1s. 6½d. per lb., in cwt. cases.

**GENTIAN.**—Spot supplies are offering from 45s. to 50s. per cwt., as to quantity.

**GINGER.**—The recent sharp advances are being maintained; market quieter, supplies short. West African, spot, 29s.; for arrival, 27s. per cwt., c.i.f.

**GRAINS OF PARADISE.**—Spot supplies are quoted in the region of 42s. 6d. per cwt.

**GUM ACACIA.**—Market is quiet but steady: spot, Kordofan cleaned sorts, 34s.; bleached, 67s. 6d. to 72s. 6d. per cwt.; shipment, Kordofan cleaned sorts, 31s. 9d. c.i.f.

**HONEY.**—Interest in new crop is as yet of small importance; values nominally unchanged. Jamaican, 33s. to 45s., as to quality. Mexican, 25s. to 27s. 6d. in bond. Chilean, 28s. to 30s. 6d. per cwt., in bond.

**HYDRASTIS.**—About steady, business limited: spot, 4s. 10d.; shipment, 4s. 2d. per lb., c.i.f.

**IPECACUANHA.**—Not much inquiry about. Matto Grosso, 4s. 4½d. to 4s. 6d. per lb., as to quantity.

**LOBELIA HERB.**—Dealers' prices are now at about 1s. 9d. per lb. for small lots.

**MENTHOL.**—The market is steady but still rather dull. K/S brands, 9s. 4½d. and less for bulk quantities; afloat, 8s. 4½d.; shipment, May-June, 8s. 6d.; July-August, 8s. 7d. per lb., c.i.f., from re-sellers. Japanese shippers quoting 8s. 10½d. per lb., c.i.f.

**MERCURY.**—The shipment figure for Spanish-Italian has been advanced, and is now very steady at 55 dollars per bottle, f.o.b. Continent. Spot is quoted from £11 per bottle, ex store. Business during the past two to three months has been substantial.

**ORANGE PEEL.**—Quarters are available at about 37s. 6d. per cwt. and thin cut at about 1s. 5d. per lb., spot.

**ORRIS.**—Florentine root is offering on spot from about 40s. to 45s. per cwt.

**PEPPER.**—Values are slightly easier on the week, business has been quieter so far. Lampong, spot, 5½d.; shipment, August-October, 4½d.; October-December, 4½d. per lb., c.i.f. Tellicherry, spot, 5½d.; shipment, April-May, 50s. per cwt., c.i.f. Aleppy, spot, 5½d.; shipment, April-May, 47s., c.i.f. White Muntok, spot, 9½d.; shipment, May-July, 8½d.; August-October, 8½d. per lb., c.i.f. July delivery, 9½d. per lb.

**PIMENTO.**—Market is steady at the recent advance. Spot, 3½d. per lb.; shipment, May-June, 27s. per cwt., c.i.f.

**RUBBER.**—Since the holidays the market has been quieter and is quoted considerably easier. Standard ribbed smoked sheet, spot, 5½d.; June, 5½d.; July, 6d.; July-September, 6½d.; October-December, 6½d.; January-March, 6½d. per lb.

**SAFFRON.**—Occasional small business, dealers' prices steady: spot, prime B.P., 56s. 6d.; extra B.P., 55s.; super B.P., 52s. 6d. per lb., and slightly less for bulk quantities.

**SARSAPARILLA.**—Small spot business, market steady: spot, native mixed colours 11d. to 1s. 1d.; grey Jamaican, 1s. 7½d. to 1s. 9d. per lb., as to quantity.

**SEEDS.**—**ANISE.**—Spanish, first quality, 70s.; second quality, 52s. 6d., duty paid. Bulgarian, 42s. 6d., spot. **CARAWAY.**—Dutch, business reported, 43s., spot. **CORIANDER.**—Morocco, spot, offered at 20s.; shipment quoted at 16s., c.i.f. No wormy to be had for spot or shipment. **CUMIN.**—Malta, 65s., spot. Morocco quoted at 60s., duty paid. **FENUGREEK.**—Tunisian, 15s., spot. Morocco, 13s., duty paid. **LINSEED.**—Morocco, 21s., duty paid. **MUSTARD.**—English, 20s. to 32s. 6d., according to quality.

**SENEGA.**—Market is dull. No new crop prices received yet. Spot, 1s. 4d.; shipment, 1s. 3d. per lb., c.i.f.

**SENNA.**—Since the holidays the market has been quiet and is unchanged on quotation. Tinnevely leaves No. 1, 6d.; No. 2, 4d.; No. 3, 3½d.

**SHELLAC.**—Market is steady at the slight decline. Spot, standard TN orange, 113s. to 118s.; fine orange 125s. to 150s.; pure button, 127s. 6d. per cwt. For delivery, TN, August, 116s.; October, 117s. For arrival, TN, May-June, 109s. per cwt., c.i.f.

**SQUILL.**—Dealers' prices for spot are steady at 32s. 6d. to 35s. per cwt., as to quality.

**TRAGACANTH.**—There is a good demand for whites, with prices firm and rather dearer. Spot supplies of these qualities are running low, and arrivals have been small. No. 1, £28 to £30; No. 2, £26 to £27 10s.; No. 3, £24 to £25 per cwt. Medium grades have been dull. Low grades ranging from 35s. to 50s. per cwt. have received a small inquiry.

**WAX (VARIOUS).**—**BEES'.**—Market very firm, advancing with supplies short. Abyssinian, spot, 97s. 6d.; shipment, 87s. 6d., c.i.f. Benguella, spot, 100s.; shipment, 88s., c.i.f. Dar-es-Salaam, spot, 102s. 6d.; shipment, 93s., c.i.f. nominal. **CARNAUBA.**—Market quiet. Fatty grey, 100s., duty paid; afloat, 90s.; shipment, June-July, 90s., c.i.f. Chalky grey, in bond, 89s.; shipment, 83s., c.i.f. Primeira, spot, 155s., in bond, 142s.; shipment, 135s. per cwt., c.i.f.



## Essential Oils, etc.

ANISE (STAR) and CASSIA are steadier forward on silver. Sicilian LEMON and ORANGE are keeping steady with interest growing. Lemongrass is steady on spot, but again easier forward. Japanese PEPPERMINT remains dull. PETITGRAIN is quoted slightly cheaper. Business has been restricted so far this week.

ALMOND.—Market is steady, business fair: English-made, cwt. lots, 2s. 6d.; smaller parcels; up to 2s. 8d. per lb. Foreign, cwt. lots, 2s. 4d.; smaller parcels, up to 2s. 7d. per lb.

ANISE (STAR).—Shipment is a point dearer on silver. Spot market dull: spot, "Red Ship," in leads, 1s. 10½d.; in tins, 1s. 8½d.; in drums, 1s. 7½d.; shipment, in leads, 1s. 8½d.; in tins, 1s. 7d.; in drums, 1s. 6½d. per lb., c.i.f.

BERGAMOT.—Shipment prices are steadily maintained in the region of 5s. 6d. per lb., c.i.f., for best brands. Spot oil runs from 5s. 8d. to 6s. per lb.

BOIS DE ROSE.—Brazilian on spot is fairly steady at about 5s. 9d. to 6s. per lb., as to quantity. Shipment is dull; quoted at 5s. 6d. per lb., c.i.f.

CAJUPUT.—A limited business is reported. B.P., 1932, 2s. 1d. to 2s. 4d.; green, 1s. 10d. to 1s. 11d. per lb., as to quantity.

CARAWAY.—Dealers are quoting Dutch rectified to come forward as follows: five cwt., 7s. 8d.; one cwt., 7s. 11d.; less than one cwt., 8s. 5d. per lb., packages free; crude, 5d. per lb. less.

CASSIA.—Spot steady and a point up for shipment. Spot, 3s. 10d.; shipment, 3s. 2d. per lb., c.i.f.

CEDARWOOD.—Competitive market at the lower prices quoted last week. American, spot, 1s. 4d.; shipment, 1s. 2d. per lb., c.i.f., in drums. African oil is quoted at about 1s. 4d. to 1s. 4½d. per lb., as to quantity, spot.

CINNAMON LEAF.—Rather more inquiry on the market, with Ceylon on spot about 2s. 9d. to 3s. per lb., as to quantity.

CITRONELLA.—Shipment business for this market remains small; quotations are steady: Java, 1s. 4½d. per lb., c.i.f. Ceylon, about 1s. 1½d. per lb., c.i.f.

CLOVE.—Madagascar oil for shipment is steady at about 2s. 4d. per lb., c.i.f., with spot oil quoted about 3s. 4d. to 3s. 6d. per lb. English-made, B.P., 3s. 6d. to 3s. 10d. per lb., as to quantity and source.

GINGERGRASS.—Very little inquiry except for small spot lots. Spot, about 4s. 6d.; shipment, about 4s. per lb., c.i.f.

LAVENDER.—Spot and forward prices for really good French 38 to 40 per cent. are very steady from 15s. and upwards per lb.; some offers may be at lower figures. 50 to 52 per cent., about 18s. per lb.

LEMON.—The better conditions reported in the Sicilian shipment market for hand-pressed are well maintained with good brands steady at 3s. 5d. to 3s. 8d. per lb., c.i.f. Spot oil varies as to quality from 3s. 8d. to 4s. per lb. Rather more inquiry is being received. Californian oil, in large drums, 1s. 10½d.; in small drums, 1s. 11½d. per lb., spot, and a steady business in small parcels is reported.

LEMONGRASS.—Spot stocks are reported to be limited, and are held for 3s. 4½d. to 3s. 6d. per lb., as to quantity. Shipment is dull and quoted in the region of 2s. 7d. per lb., c.i.f.

MANDARIN.—Occasional small orders passing with spot prices ranging from 13s. 3d. to 15s. 6d. per lb., as to source.

ORANGE.—There has been a little more inquiry for Sicilian with shipment prices for sweet oil holding steady at 5s. 3d. to 5s. 4d. per lb., c.i.f., and some brands slightly dearer. Spot oil is offering from 5s. 6d. up to 6s. per lb., as to brand and quantity. French Guinea oil is dull but shipment prices are fully maintained at about 2s. 10½d. per lb., c.i.f.; spot offers are being made at slightly under this figure. Californian oil is steady and moving quietly; one case, 2s. 4½d.; two or more cases, 2s. 2½d. per lb., spot.

PEPPERMINT.—Very little doing in Japanese except for inquiry for goods afloat. Spot, 3s. 10d.; afloat, 2s. 11d.; shipment, May-June, 2s. 11½d.; July-August, 3s. 1d. per lb., c.i.f., from re-sellers. Japanese shippers quoting 3s. 3d. to 3s. 4d. per lb., c.i.f. The American natural oil is quoted for shipment at 2 dollars 50 cents per lb., c.i.f., in drums.

PETITGRAIN.—Some spot holders are quoting at the lower figure of 3s. 10d.; shipment is now at about 3s. 3d. per lb., c.i.f.

SPEARMINT.—Dealers are doing occasional spot business at about 6s. per lb.; shipment is dull and quoted at about 5s. 4d. per lb., c.i.f.

SPIKE.—Dealers are doing some small business with prices for finest Spanish steady at about 5s. per lb.

WORMSEED.—A limited inquiry with prices rather irregular on spot at about 8s. 6d.; shipment, 7s. 6d. per lb., c.i.f.

## Commercial Notes

PALESTINE ORANGE OIL.—It is reported that during the present year the output of the Palestine Co-operative Society (composed of the growers) will amount to about 28,000 lb.

BRITISH MALAYA GUM BENZOIN EXPORTS.—Shipments for the nine months ended September 30, 1933, totalled 765 tons, as compared with 800 tons during the same period of 1932.

HUNGARIAN CHAMOMILES EXPORTS.—Shipments during 1933 totalled 1,565,000 lb. The total exports of crude drugs, including medicinal roots, herbs and flowers, amounted to 3,394,000 lb.

U.S.A. QUININE IMPORTS.—Landings of quinine and salts during February, 1934, were valued at \$338,380, as compared with \$913,000 and \$247,680 for the whole years 1933 and 1932 respectively. The value of sulphate in February, 1934, was \$175,600.

YUGOSLAVIA SAGE OIL EXPORTS.—Shipments of sage oil during 1933 amounted to 4,000 lb., valued at \$4,700, as compared with 2,000 lb., valued at \$2,500, during 1932. Shipments of sage leaves during 1933 amounted to 406,500 lb., valued at \$8,600, against 470,000 lb., valued at \$10,000, in 1932.

ITALIAN SULPHUR EXPORTS.—Shipments during 1933 totalled 221,300 metric tons, against 273,730 tons in 1932 and 240,520 tons in 1931. One-quarter of the 1933 shipments were destined for France. Shipments to the United Kingdom in 1933 were 28,420 tons, compared with 36,200 tons during 1932 and 31,050 tons in 1931.

INDO-CHINA NUX VOMICA EXPORTS.—Shipments during the years 1923-1932 were as follows:—

Year	Metric Tons	Value in Francs	Year	Metric Tons	Value in Francs
1923	763	4,579,000	1928	1,631	5,301,000
1924	271	1,626,000	1929	474	1,344,000
1925	398	995,000	1930	390	976,000
1926	1,061	3,612,000	1931	387	1,079,000
1927	609	1,584,000	1932	698	1,952,000

ARGENTINE CASEIN EXPORTS.—Shipments during January-February, 1934, totalled 2,650,486 kilos., as compared with 4,156,576 kilos. during the first two months of 1933. The chief destinations were as follows:—

	Jan.-Feb., 1933	Jan.-Feb., 1934
Germany ... .. kilos.	2,208,195	1,253,300
Belgium ... .. "	55,080	—
Denmark ... .. "	10,020	—
Spain ... .. "	175,341	38,220
United States ... .. "	25,020	28,020
Finland ... .. "	225,360	170,260
Netherlands ... .. "	245,180	110,160
United Kingdom ... .. "	338,380	485,060
Dantzic ... .. "	—	15,000
France ... .. "	5,040	—
Italy ... .. "	170,340	180,080
Japan ... .. "	424,940	176,060
Latvia ... .. "	45,120	30,106
Mexico ... .. "	16,260	54,000
Norway ... .. "	30,060	40,080
Sweden ... .. "	182,240	70,140
Total ... .. "	4,156,576	2,650,486

MEXICAN IMPORT DUTIES INCREASED ON BANDAGES AND COTTON GAUZE.—A Mexican presidential decree published in the "Diario Oficial" increased the duty on imports into Mexico of medicated absorbent gauze from 50 centavos to 1.50 pesos per legal kilo.; and on antiseptic bandages and sanitary pads of cotton, paper or gauze from 40 centavos to 1.50 pesos per kilo. The duty on absorbent gauze was also increased from 40 centavos to rates ranging from 1 peso to 1.30 pesos per kilo., depending on weight, and a new classification has been established fixing a duty of 40 centavos per kilo. on absorbent gauze, bleached or not, having up to 30 threads in warp and woof per square centimeter, and weighing up to 40 grams per square meter, when imported in rolls not less than 40 centimeters wide and 10 centimeters in diameter. In addition to the above duties, the general surtax of 3 per cent. of duty is collected on freight shipments. The increased duties came into operation on April 27, 1934.

# Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

## Council Election

SIR,—Will you kindly allow me to thank the electors at the recent Council election for again renewing their confidence in my ability and willingness to serve pharmacy for a further period of three years?

Yours, etc.,

HERBERT SKINNER.

London, N.

SIR,—I shall be pleased if you will kindly allow me to thank the 5,154 members who registered their votes, at the recent election, in my favour. It will be my endeavour during the next three years to do all in my power to justify their support.—Yours truly,

HERBERT ANTCLIFFE.

Sheffield.

SIR,—May I again take the opportunity, through your columns, of thanking those members of the Pharmaceutical Society who supported my candidature at the election, and assure them their interests will be carefully watched by me? I deem it a great honour to be privileged again to serve pharmacy on its Council.

Yours faithfully,

W. J. BEARDSLEY.

Woodford Green.

SIR,—Will you allow me space to thank all those members of the Pharmaceutical Society who voted for me at the recent Council Election? I much appreciate this renewal of their confidence, and am happy to be able to place my time and experience at the disposal of the chemists of this country at what may well be a time of great importance for the future welfare of our calling.

Yours faithfully,

THOMAS MARNS.

Ealing, W.5.

SIR,—May I express my grateful thanks to all those members of the Society who voted and worked for me? The cause of pharmacy for the pharmacist moves on, and in doing so has placed yet another supporter of this policy on the Council. The hour of victory approaches, and I invite all those who will work for me in their area to join in making this victory complete, by sending me their names.—Yours faithfully,

J. F. MCNEAL.

Little Chalfont.

## Doctors' Dispensing

SIR,—Dispensing by the average "G.P.," as I have occasionally seen it done, is to a pharmacist an amusing, if not an amazing, sight. It is seldom indeed that a balance is thought of, and then only in the case of toxic alkaloids. Such common drugs as pot. brom., sodii bic., bismuth. carb. or quinine are not weighed but simply guessed, dumped into the bottle, and the water added with q.s. inf. quassiae conc. or tinct. gent. co. to give the whole the "nasty" taste that medicine is popularly supposed to have. It is perfectly true that many patients prefer to get the medicine from the doctor for the simple reason that the half-crown or 3s. 6d. includes the doctor's fee, while the chemist would probably charge a similar amount and the fee would need to be paid in addition. Besides, there is often a suspicion, fostered perhaps by an interested party, that the medicine is more correctly made up by the doctor himself, who would have no temptation to "substitute." Even so-called high-class doctors will give a patient a pill box containing a dozen 1-grain thyroid tablets and charge 3s. 6d., telling the patient to return in a fortnight for another supply if necessary. Depend upon it, the doctors will hold on to dispensing as long as they can, and the B.M.A. will not interfere.—Yours, etc.,

NORTH BRITON (22/5).

## N.H.I. Chemists' Fund

SIR,—All insurance chemists must be highly satisfied at receiving a further 3.68 per cent. We have been fortunate that no serious epidemic occurred during 1933, and we must pray that no 'flu epidemic occurs in 1934; otherwise I can see chemists paying for the privilege of dispensing insurance prescriptions. Increased members and increased value of drugs must increase the drain on the drug account. It is time the farce ended.

Yours, etc.,

H. BOGDANOR.

London, E.1.

## N.P.U. National Publicity Scheme

SIR,—In your issue of May 12 you publish a letter from Mr. J. Milner advocating the N.P.U. publicity scheme, in the course of which he complains of our calling being attacked from new sources every week. One of these evils is the very general practice of chemists supplying grocers and any kind of general dealer with chemists' articles, sometimes even Part II poisons. It is astonishing what they will do in that way for 5 per cent. . . . The usual explanation is "Oh, well! If I do not probably someone else will." Very true, but the point is: what can be the good of spending thousands of pounds on national advertising to persuade the public to go to the chemist when the other practice seems so general? I do a little business with a firm. . . . A few weeks ago I ordered a packed own-name line from the firm, and a week or so afterwards was astonished to find the same article on show in a drug-store window. Personally I am still "sitting on the fence"; I am inclined to think that the clever multiple-firm advertising does us more good than harm, and have never heard of a case where a patient has been lured away from a private chemist because of it.—Yours faithfully,

H. W. S. WYNTER.

Luton.

## Shop Registration Fee

SIR,—In your leader in the issue of May 12 [p. 535] you express surprise that the Council does not "differentiate between the private chemist . . . and the company." When this point is considered logically, however, it is difficult to see on what grounds they would institute a higher fee for the company than for the individual chemist. Assuming the fee were the same in each case, the total amount payable per retail shop (that is shop fee and membership fee) would be the same in the case of a company shop and of a private chemist. And surely this is not unjust to the private man? It must not be forgotten that only after paying the manager a salary in accordance with his qualification and ability does the company begin to derive any profit from a branch, and therefore this portion of the profits only should be called upon to pay a registration fee. The proprietor pharmacist has the profit over and above the value of his services, but he is being paid a salary as well. Hence, although he has to pay two fees, he has two profits out of which to pay them. The only man who will find it hard to pay two fees is the one who is in business on his own account and is only making his salary or even less, who would in any case be better off with the same income and without the worry of his own business. In conclusion, I feel that the only fair way of levying the fee is that each shop, irrespective of membership, should pay the same amount, unless some arrangement could be made whereby payment would be in proportion to rateable value as was suggested . . . some few weeks ago.—Yours faithfully,

C. HAROLD COXON.

Stoke-on-Trent.



### Photographic Charges

SIR,—I read with interest your report on the propriety of making a charge for developing "dud" photographic films. As an amateur, quite outside photographic trade interests, my opinion as to whether it pays is evidently valueless. But I notice you often print articles on encouraging the practice of amateur photography and aiding the débutant with a view to future trade. I sincerely hope that no amateur ever perpetrated a larger percentage of "duds" than myself in early days; but I very much doubt if I should have had the courage to persevere had these been charged for; and I would suggest that nothing would be more effective in establishing a connection (outside a wealthy neighbourhood) than to make no charge for "duds"; and, I would add, to point out as far as possible the causes of failure. Once average results are obtained, few, I fancy, will abandon the camera.—Yours faithfully,

ONE OF THE AWKWARD SQUAD (16/5).

### Careless Prescribing

SIR,—It would appear that in Blackpool prescriptions are sometimes written so badly that chemists cannot decipher them (*C. & D.*, May 12, p. 525), a trouble which has been complained of in many districts. The intention of the prescriber regarding the medicine can often be determined by a pharmacist who is familiar with his prescribing and handwriting, but the name of the patient is generally hopeless. When the whole is unreadable, the only thing to do is to ask the customer his name and address and that of the doctor, and then to ring up the latter. Slovenly prescribing has been increased by the use of the Formulary; a scrawl is handed in with no quantity, no dose and no directions. At a recent meeting of the Devon Pharmaceutical Committee it was reported that doctors order two or even three Formulary mixtures together as one prescription. This is really equivalent to four mixtures; the dispenser has to make three Formulary mixtures in order to dispense the complete or fourth one, and an extra fee should be paid for compounding of this kind.—Faithfully yours,

COMPOMIST (22/5).

## Subscribers' Symposium

For interchange of opinion among "C. & D." readers and brief notes on business and practical topics

### Council Election

The election of Mr. A. A. Dick to the Pharmaceutical Society's Council has given entire satisfaction not only to his "brither Scots" but also to a large section of English members. From what the writer knows of the capabilities of the new member, English voters may rest assured that he will work no less strenuously on their behalf than on that of Scottish chemists.—*Scotia* (15/5).

### On the Drop Curtain

A little time ago I decided to have an advertisement on the drop curtain of a local cinema. One side I wished to have a camera and on the other a carboy. The instructions were verbal. A few weeks later a friend asked me the idea of my advertisement, as, he said, he could not quite understand the idea of a chemist having a camera and a *cowboy*, complete with the usual Wild West trappings.—*E. H.* (22/5).

### Giving Copies of Prescriptions

This is a source of discussion which comes up every few years. Many years ago it seemed to be agreed that no one was entitled to receive a copy of a prescription save the original owner, namely, the person for whom the prescription was written, and then only for a valid reason. In such circumstances it was usually the custom to make no charge. It would be distinctly unethical for a chemist to give a copy of a prescription to anyone other than the person for whom the prescription was written, and there might easily be cases in which it would be disastrous to do so. I think this question is fully discussed in "The Art of Dispensing."—*Viator* (22/5).

## Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

*J. R. B.* (10/58).—CORPSE DEODORANT.—The preparation used by undertakers for the prevention of unpleasant odours is usually a solution of hard soap (about 25 per cent.) with formaldehyde (15 to 20 per cent.). A trace of benzaldehyde or nitrobenzene is added as perfume.

*L. S.* (8/58).—CUPRAMMONIUM WATERPROOFING PROCESS.—The term "cuprammonium compound" indicates a member of the class of substances obtainable by the combination of ammonia with certain copper compounds, so as to give rise to a "metallo-ammonium" derivative containing copper. Salts of copper, e.g., sulphate, usually combine with four proportions of ammonia. The proofing process is as follows:—Place the article in a bath of ammoniacal cupric sulphate of 10° Be. at a temperature of 87° F.; let steep thoroughly, then put in a bath of caustic soda (20° Be.) and dry. To increase the impermeability, a bath of sulphate of alumina may be substituted for the caustic-soda bath.

*R. H. C.* (2/58).—DESTROYING ANTS.—These insects dislike oil of turpentine, paraffin, and all other strong-smelling substances, and to prevent them coming into houses either paraffin or turpentine should be freely sprinkled outside and inside the door. Solution of sulphurated potash is also good, but this keeps away larger visitors. Borax mixed with camphor (1 oz. to 1 lb.) or powdered cloves (same proportion) sprinkled where they congregate often makes them migrate. So also do such mixtures as quicklime 1 lb. and camphor 1 oz. One of the cheapest and best things to drive away ants is a solution of crude carbolic acid (3 oz. in a gallon of water): the insects positively hate this. Spraying the insects with benzine is also recommended, as well as pouring carbon disulphide into ant holes, the entrance to which should then be stopped. Another effective method is to trap the insects by placing near the runs moist sponges previously soaked with weak syrup. This will soon attract the ants, and when the trap is crowded it is placed in hot water to destroy the insects. The trap is then re-set. In the case of lawns and rose-beds infested with ants, since any chemical likely to be effective would also be harmful to plants, the best way is to trap them, as described above. The ants visit roses for the purpose of "milking" the greenfly, and attention should be directed towards exterminating this pest by repeated applications of one of the recognised sprays. A number of other recipes for ant poisons are published in "Pharmaceutical Formulas," Vol. II, p. 731.

## Retrospect of Fifty Years Ago

Reprinted from

"The Chemist and Druggist," May 15, 1884

### A Discussion on Unqualified Traders

Mr. Murdoch (Falkirk) drew attention [at a meeting in Edinburgh] to the increase of open drug shops owned by unqualified persons, who continued to open "apothecaries' halls," "medical halls," "laboratories" and the like, with a friendly medical man to come between them and the law when necessary. This was unfair to young men who took the trouble to pass examinations, and to every registered chemist and druggist, and was very injurious to the public.

The president of the [North British] Branch said this was a matter which they all regretted, but was one of enormous difficulty to deal with. It should not be forgotten that a medical man was quite within his legal rights in keeping an open shop, and the Society could not, under the present Acts, prevent a medical man or any other qualified person giving the use of his name to an unqualified one.



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<b>"FLORAL" COLD CREAM</b>							
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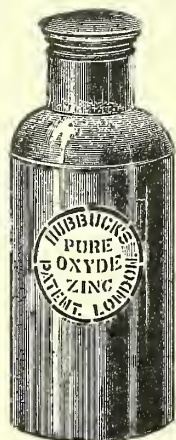
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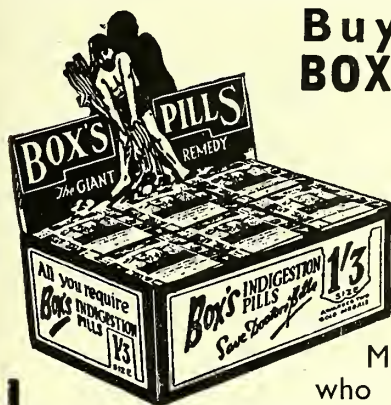
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PLYMOUTH

MAKE BOX'S PILLS THE "FIND" OF YOUR DISTRICT!

# Paraffinum Liquidum

**B.P.**  
ALL GRADES  
SAMPLES & PRICES

On application to—

**STERNS LTD**  
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Telephone National 7644 (7 lines).  
Telegrams: "Cantumvir, Phone, London."

**WHOLESALE ONLY**



# W.B. DICK & CO. LTD



BY APPOINTMENT TO H.M. THE KING

**PARAFFINUM LIQUIDUM B.P.**  
ALL SPECIFIC GRAVITIES GUARANTEED TO REMAIN BRIGHT AT 0°C

**B.P. WHITE & YELLOW PETROLEUM JELLIES**

**WHITE AND HALF WHITE OILS**

SEND FOR SAMPLES AND QUOTATIONS (WHOLESALE ONLY)

26 GROSVENOR GARDENS, LONDON, S.W.1  
Telephone - - - - - Sloane 3461 (7 lines)  
Telegrams - - - - - "Dicotto, Phone, London."  
GLASGOW, LIVERPOOL, NEWCASTLE,  
CARDIFF AND NEW YORK.

*Bleached  
White  
B.P.*

## BEE SWAX

*Refined  
Yellow  
B.P.*

**POTH, HILLE & CO., LTD.**

6 Lloyd's Avenue, London, E.C.3.

*Works at Stratford, E.*

**CAVENDISH CHEMICAL CO. (New York) LTD.**

137 Regent Street, London, W.1

**ATOCIN** tablets

**BISMOLAN** suppositories and ointment

**ELIXIR NEUROGENIC** (Cavendish)

**INTESTINOL** tablets

**MYOSTON** Skeletal Muscle Extract

**LIPOLYSIN** tablets and ampoules

**LECITHIN-YOHIMBIN** tablets and pills

**PANCRESALET** in the treatment of Diabetes Mellitus

**TESTOGAN** and **THELYGAN** tablets and ampoules

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*Literature and further information on application.*

## Paramount

**PRODUCTS**

The 'CHEMISTS ONLY' Confections that **SELL**

**PERFECT PACKS**

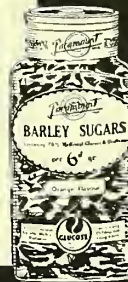
**PRODIGIOUS SALES**

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**PARAMOUNT PRODUCTS LTD.**

**BRITANNIA HOUSE, BRADFORD**

London Depot: St. Leonards, East Sheen, S.W.14



# This matter of soap



**+** The proportion of soap in Marshall's Lysol is 32% besides being of the highest quality obtainable. In some Lysols it is frequently as low as 17% and then of poor quality.

Lysol with a low soap content will show a marked deficiency in lubricating properties and penetration qualities. It will cause smarting and numbing of the hands. Marshall's Lysol, owing to its high soap content of 32% has lubricating and penetrating qualities second to no other Lysol, and does not irritate even the most delicate tissues.

Marshall's Lysol is subjected to rigid control during the whole process of manufacture. This control ensures a uniform and standard product.

Remember—Marshall's Lysol is the *original* Lysol, as used in hospitals all over the world. When you sell Marshall's to your customers you know they are fully protected and satisfied.



This seven-colour showcard 14 in. by 9 in. will help you increase your Lysol sales. It will be sent free on receipt of a p.c.



**The ORIGINAL Lysol**

To help you in meeting all competition, Marshall's Lysol is now available in the 6d. size.

**LYSOL LTD. :: RAYNES PARK :: S.W. 20**



**NEW PRODUCTS**

now being advertised to  
the Medical Profession

			Wholesale Retail per dozen	
BIOMUCINE	-	- Box of 24 Cachets	7/6	68/-
ENTEROMUCINE	-	- Tins of 100 gms.	7/-	63/-
GYNOESTRYL	-	- Ampoules, Box of 6	6/6	58/-
		- Solution, 10 c.c.	6/-	54/-
		- Tablets, Box of 40	6/-	54/-
ORKITONE	-	- Bottle of 8 ozs.	7/6	68/-
VAGOTONINE	-	- Box of 5 Ampoules	12/6	120/-

Your co-operation in promptly obtaining  
supplies when required will be appreciated.  
Telephone: Holb. 6011. Telegrams: Ampsalvas, London

THE ANGLO-FRENCH DRUG CO., LTD.  
11-12 Guilford Street, London, W.C.1

*Antiphlogistine*  
Brand Dressing

HUMAN & VETERINARY  
MADE IN ENGLAND

Write for Special Quantity Terms

*The Denver Chemical Mfg. Co., London, E.3*

**PETROLEUM JELLY "Salvo Petrolia" Brand**

THE PERFECTION OF PETROLEUM JELLY  
IN BARRELS, KEGS, OR SMALLER PACKAGES IF DESIRED

THE **DEE OIL Co. Ltd.** DELTA WORKS, BOOTLE, LIVERPOOL.

Phone: Bootle 1897

Wires: "Cestrian, Liverpool."

LONDON OFFICE: 11 POULTRY, CHEAPSIDE, E.C. 2.

Phone: City 8455

Other grades of Petroleum Jellies, White Bases, &c., WHITE OILS, B.P. and Technical

**OLEUM DEELINAE (DEE OIL) THE UNFAILING CURE FOR ECZEMA**

# CHEMISTS who display ADVERTISED goods participate in £30,000,000 worth of ready-made SALES every year



This Illustration is typical of the excellent eye-arresting Window Displays which 'ASPRO' publish at frequent intervals.

These Window Sets are printed in full colour—and are sent to Chemists **FREE**

Changing times are here—changing values. The centre of gravity of business is removing to active centres. Let us illustrate this from the chemist's standpoint—his business—his sales. Many chemists fail to realise that in their section of advertised lines over £3,000,000 is being spent annually. If it takes 10% average advertising to sell and make known an article to the public this means that the proprietary and general advertising of chemists' lines is selling £30,000,000 worth of goods a year. **THE CHEMIST WHO GETS THIS BUSINESS IS THE MAN WHO SHOWS WINDOW DISPLAYS OF ADVERTISED GOODS IN HIS WINDOWS ALL THE TIME.** He connects up with

**Agents :**  
**GOLLIN & CO. PTY. LTD.**  
(‘Aspro’ Dept.), SLOUGH, Bucks.  
Telephone : SLOUGH 608

its stupendous active sales-producing activity. If he fails to show in his windows literature of advertised lines his potential customers and sales are **DIRECTED INTO OTHER CHANNELS.** You can easily prove this for yourself with ‘ASPRO’. **WHEN YOU SHOW AN ‘ASPRO’ WINDOW DISPLAY, YOU DEFINITELY CONNECT UP WITH ONE OF THE LARGEST ADVERTISING CAMPAIGNS IN THE KINGDOM.** You attract customers into your shop not only for ‘ASPRO’ but for a hundred and one other things which you stock. Why not prove this to-day for your own satisfaction? Why not bring the customers into your shop? **USE ‘ASPRO’ advertising to do it.**

‘ASPRO’ consists of the purest Acetylsalicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.

Made by ASPRO LTD., Slough, ENGLAND

No proprietary right is claimed in the method of manufacture or the formula.

**ASPRO**  
REG. TRADE MARK



**"CLARKES"**

Brand

World-famed Blood-purifying Medicine

**"BLOOD MIXTURE"**

Registered Trade Mark

Brand

UNSTAMPED, FOR SALE BY CHEMISTS ONLY

**P.A.T.A. PRICES****"CLARKES" Brand BLOOD MIXTURE**  
(Liquid and Tablets)Retail 3/-. 3 doz. lots £4 - 4 - 0 less  $3\frac{3}{4}\%$  one month12 " " £16-16-0 "  $8\frac{3}{4}\%$  " "

CARRIAGE PAID

PACKING FREE

**ASSORTED ORDERS**

<b>"CLARKES" Brand</b>	Retail	Per doz.
<b>"BLOOD MIXTURE"</b> (Liquid and Tablets)	3/-	28/-
<b>"BLOOD MIXTURE"</b> (Liquid only)	12/-	112/-
SKIN LOTION ...	1/3	11/8
SALVE ...	1/3	11/8
" ...	3/-	28/-
" ...	5/-	46/8
APERIENT PILLS ...	1/3	11/8
" ...	3/-	28/-
<b>MEDICATED SOAP</b>		Doz. tablets
Box 3 tablets ...	2/6	7/10
Single tablets ...	1/-	

Orders may be assorted as desired at above rates provided they reach minimum values, as follows:—

£4 - 4 - 0 less  $3\frac{3}{4}\%$  one month£16 - 16 - 0 "  $8\frac{3}{4}\%$  " "

CARRIAGE PAID

PACKING FREE

ORDERS may be sent direct or through the usual wholesale houses.

**The Lincoln & Midland Counties Drug**  
COMPANY, LIMITED**PARK STREET, LINCOLN**

Telegrams: "Lindum, Lincoln." Telephone: Lincoln 55

**'ENDRINE' FOR HAY FEVER**

An intensive campaign is now being carried out with the doctors who are prescribing and recommending 'Endrine' for Hay Fever and Nasal Catarrh.



Order adequate supplies from your wholesaler to fill your doctor's prescriptions.

RETAILS AT  
**2/6****'ENDRINE' Nasal Compound**  
(Regd.)

is a new and effective preparation for catarrh and hay fever.

**PETROLAGAR LABORATORIES, LIMITED,**  
BRAYDON ROAD :: :: LONDON, N.16.**GELATINE**  
*The Peak of Quality*

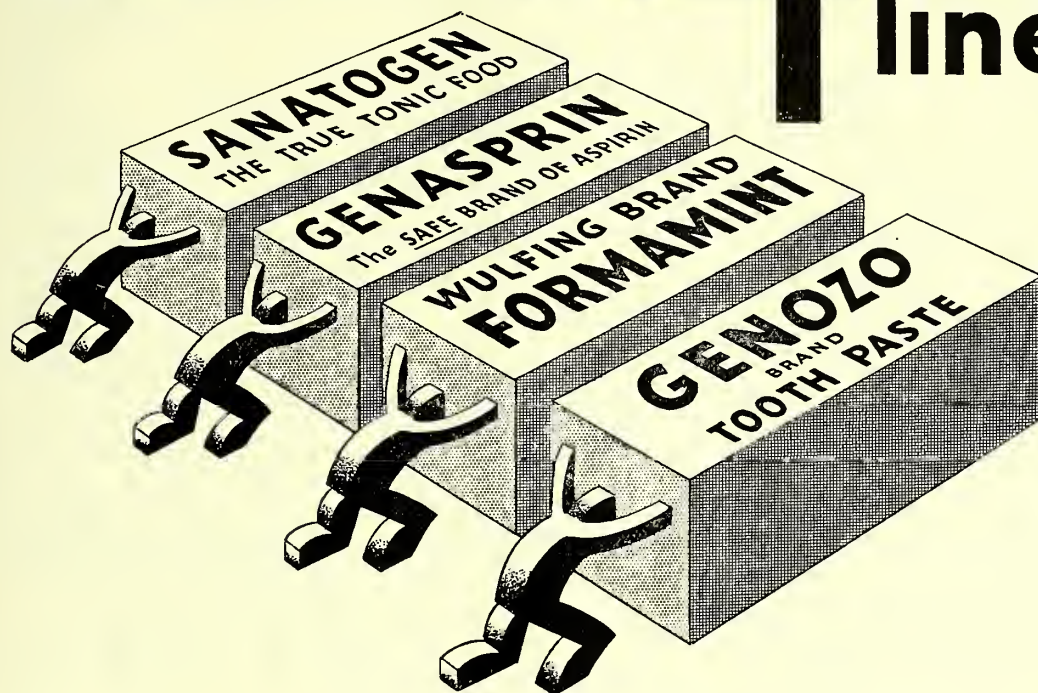
In 1 lb and 6 d &amp; 1/— household packets

It will pay you too to stock  
Gelita

Wholesale &amp; Export Enquiries invited

**SPLETT & CO**17, Philpot Lane, London, E. C. 3  
Phone: Royal 6559Agents for Manufacturers  
**Deutsche Gelatine-Fabriken A.-G.**  
Schweinfurt

# It pays to push these **4** lines



★  
IF you have not  
already taken ad-  
vantage of these  
special terms, write  
for full details—  
forwarded by return.

Because they are reliable these four lines have won a reputation second to none with the public. They do all that is claimed for them. Doctors prescribe them. Extensive consistent advertising is constantly widening the demand. And all offer you a big percentage of profit, particularly if you buy on Direct Cash Terms.★

## GENATOSAN

LIMITED

LOUGHBOROUGH, LEICESTERSHIRE

Telephone :  
Loughborough 292.

Telegrams : "Genatosan,  
Loughborough."



# YOUR OPPORTUNITY

Extensive advertising is now being placed in  
hundreds of papers all over the Kingdom

## SECURE YOUR SHARE

of the demand for

# Dr. J. Collis Browne's

  
**EMERODYNE**

by seeing that you hold stocks.

**80 YEARS'**  
**WORLD-WIDE**  
**REPUTATION**

Please order from your Wholesaler with  
other goods

Sole Proprietors:

**J. T. DAVENPORT LTD.**  
UNION STREET, LONDON, S.E.1

**SOLD ONLY**  
**THROUGH**  
**CHEMISTS**  
SIZES 1/3, 3/-

# 'CUTTERS'

(REGISTERED)

THE ORIGINAL  
AND ONLY  
'CUTTERS'

**HEAD & NERVE POWDER**

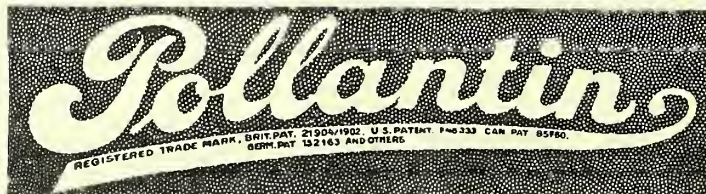
# 'CUTTERS'

FROM YOUR WHOLESALE, OR SEND DIRECT TO PERRY'S POWDERS, LTD., LEEDS

# WHITE PETROLEUM JELLY

PHARMACEUTICAL AND TECHNICAL QUALITIES  
HOLROYD'S OIL & CERESINE CO., LTD., 3 NEW LONDON STREET, LONDON, E.C. 3

In  
Liquid  
Powder  
Ointment



For  
External  
Use  
Only

A SPECIFIC SERUM FOR THE TREATMENT OF

## HAY FEVER

*For Literature and Prices apply to the distributing Agents:*

**WILLOWS, FRANCIS, BUTLER & THOMPSON, LTD.**  
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ORGANO
THERAPY

Thymus Thyroid B.P.	Hog Stomach Adrenaline Natural Corpus Luteum Ovarian Hormone	Pepton Orchitic
EXPORT ENQUIRIES INVITED		
Pituitary W.G. Ant. & Post. Lobe	Parathyroid 1:10 Ovarian Subst. and Residue Pancreatin B.P. and U.S.P.	Ext. Hepatis Sicc. & Liquidum B.P.




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1 & 2 HARDWICK STREET, LONDON.E.C.1.

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AN OLD-FASHIONED—BUT REALLY EFFECTIVE  
remedy for **COUGHS, COLDS, IN-  
FLUENZA** and **BRONCHIAL** troubles

# Licoricine

ACTS LIKE MAGIC

Prices 10½d., 1s. 3d. and 3s.

**MANDALL & CO. Ltd., 17/23 Stepney Rd., Newcastle-on-Tyne**

**TERMS**  
 10½d. size, 8/6 per doz.  
 1/3 " 12/- "  
 3/- " 27/- "  
 Less 5% dis. on £6 orders.  
 Carriage paid on orders of  
 £2 and over.

## HERBARAS CURES CONSTIPATION

There is a growing demand for natural treatment for Constipation of which the best example is HERBARAS Seeds of the Plantago type. Herbaras, which is being increasingly recommended by the medical and nursing profession, carries with it a very strong "repeat" business. The goodwill of every local order is handed to the local chemist.

P.A.T.A. Retail. 1/9 4 oz. 3/- 8 oz. 5/- 1 lb. 9/6 2 lbs.

SEND FOR A SPECIAL £1 PARCEL WITH WINDOW DISPLAY TERMS

**JOHN W. LONGMAN, LTD., Overseas Produce Merchants, 489a Oxford St., LONDON, W.1**



# Compound Syrup of Hypophosphites

TRADE **"FELLOWS"** MARK

The ideas supported by the medical world today on the therapeutic value of calcium and other mineral salts, were embodied 60 years ago in "FELLOWS."

The only preparation of its kind then, "FELLOWS" still stands alone for its tonic qualities in the treatment of rundown conditions of health and the many forms of anaemia and nervous ailments which so often result.

It stimulates the appetite, aids digestion, and is valuable as a stimulant and tonic to overcome mental and physical exhaustion; and as an aid in combating the invasion of the Tuberculous Processes.

"FELLOWS" has never been successfully imitated.

FELLOWS MEDICAL MANUFACTURING CO., Ltd.  
286 St. Paul Street West, Montreal, Canada.

*Laboratories:*

UNITED STATES	GERMANY	ITALY	SPAIN	MEXICO
ROUMANIA	ARGENTINE	REP. COLOMBIA	AUSTRALIA	NEW ZEALAND

## DRIED YEAST

Produced from the celebrated "D.C.L." pure culture Yeasts, obtainable in the following grades:—

- (1) For fermentation or baking purposes.
- (2) For medicinal use, in ground or powdered form.

## YEAST TABLETS

*In Bottle or Bulk*

- (1) Live—or fermenting.
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## DRY MALT EXTRACT

A kindred product to the world-renowned "D.C.L." Malt Extract.

*Samples and prices may be obtained from:—*

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or:—

**THE UNITED YEAST COMPANY LTD.**  
LONDON, BRISTOL, BIRMINGHAM,  
MANCHESTER, LEEDS & NEWCASTLE

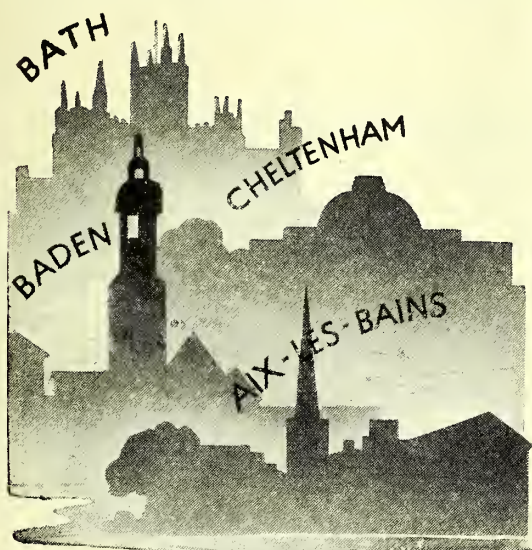
## FOR HALIBUT OIL & PREPARATIONS



*Pure  
Halibut  
Liver Oil*

*Capsules  
and  
Emulsion*

WRITE  
**LOFTHOUSE & SALTNER LTD. HULL.**



ALL the beneficial qualities found in the most famous Home and Continental Spa Waters are to be found in every tin of



# HEALTH SALT

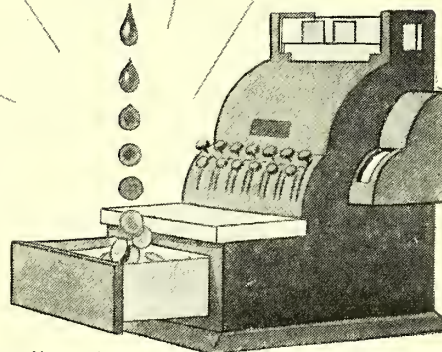
ALL the benefits obtainable from selling the Trade's Best Health Saline will be found in the

## TILL

provided you feature "UCAL" Brand

### PRICES

<b>7½<sup>D.</sup></b>	<b>SIZE</b>	<b>4'6</b>	<b>DOZ.</b>
6 DOZ.	-	-	4/- doz.
GROSS lots	-	-	3/9 "
<b>1'-</b>	<b>SIZE</b>	<b>8'-</b>	<b>DOZ.</b>
3 DOZ.	-	-	7/6 doz.



For Sale by "Qualified Chemists" only.

## UNITED CHEMISTS' ASSOCIATION, LTD.

Manufacturing Chemists,

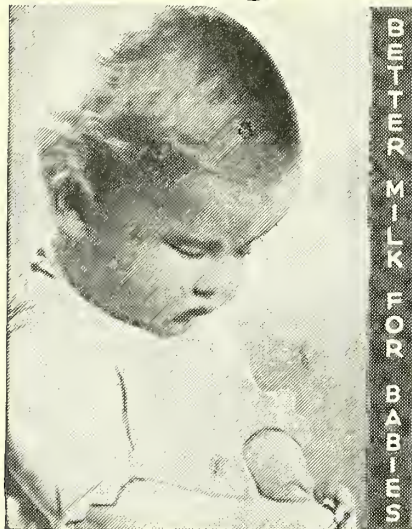
CHELTENHAM, and 4 and 6 KEITH GROVE, LONDON, W.12

Phone : Cheltenham 3021

Phone, London : Shepherd's Bush, 3437/8



# Praise from Mothers is boosting your Lactogen Sales



BETTER MILK FOR BABIES

"I may say that I have had most favourable reports from those mothers to whom I have recommended Lactogen. My own Baby, now seven weeks old, has been on Lactogen since she was three weeks old and she is getting along splendidly. I will continue to recommend it in all cases where breast feeding is unsuitable."—  
L.R.C.P. & S.

TESTIMONIAL NO. 1015.

"... She is my seventh child and since putting her on your food I have never had a wakeful night with her. She is four months and one week old and her weight is 17 pounds 4 ounces. You will see that she is perfect and quite a happy baby.—Mrs. H., Manchester.

TESTIMONIAL NO. 1008.

Babies thrive when put on Lactogen. These letters, and hundreds of others on our files prove that Lactogen is the Better Milk for Babies. Mothers pay heed when other Mothers testify to the good Lactogen has done to their Babies. Show Lactogen in your shop, and attract the Lactogen business this evidence is creating.

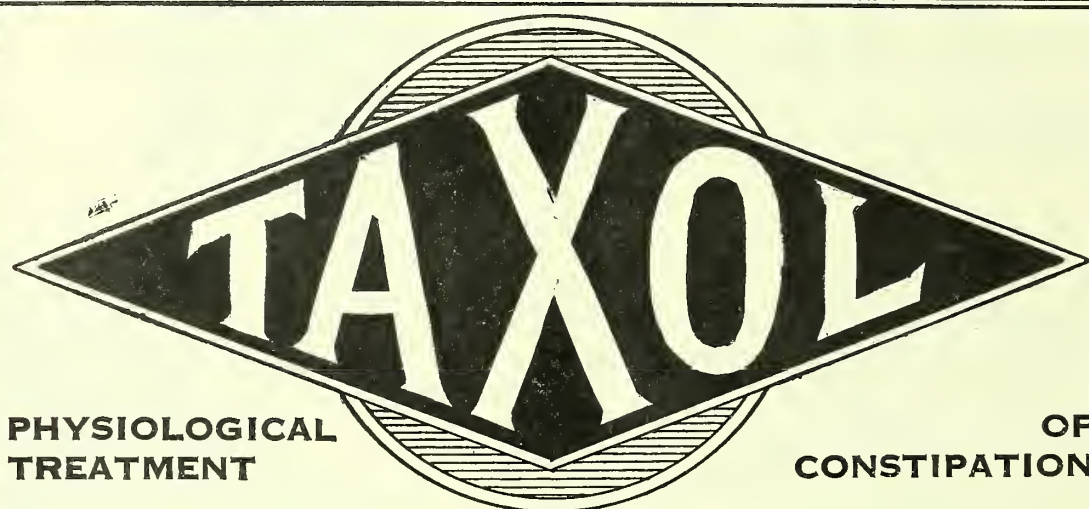
66 **LACTOGEN** 99

Lactogen—prepared by Nestlé's—is a modified dried milk for use in infant feeding.

2/9 PER TIN P.A.T.A.

- Send to-day for full particulars and terms to the Lactogen Bureau (Dept. AZ 113) Nestlé and Anglo-Swiss Condensed Milk Co., 6 & 8, Eastcheap, E.C.3.

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*Its use does not lead to habit*

COMPOSED OF EXTRACT OF THE INTESTINAL GLANDS, BILIARY EXTRACT, AGAR-AGAR, AND LACTIC FERMENTS.

**DISPLAY TAXOL** on your Counter

FROM ALL WHOLESALERS

**CONTINENTAL LABORATORIES, Ltd., 30 Marsham Street, London, S.W.1**

VICTORIA 2041 ;

AND TELEGRAPHIC ADDRESS : "TAXOLABS. SOWEST, LONDON"

# VICHY-CÉLESTINS

*The world renowned NATURAL Mineral Water.*

(And the other State Springs of Vichy)

We beg to remind the Trade that the above are on the P.A.T.A. list and show a good return to retailers.



These waters are largely prescribed by Physicians, and Chemists would do well to have an ample stock on hand.

Pamphlets, Show Cards and Dummy Bottles forwarded on application.

*CAUTION—Each bottle from the STATE SPRINGS bears a neck label with the word "VICHY-ÉTAT" and the name of the*

SOLE AGENTS:—

## INGRAM & ROYLE LTD.

**Bangor Wharf, 45 Belvedere Road, London, S.E.1**

**And at LIVERPOOL and BRISTOL**

Telegraphic Addresses :

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"Sprudel, Bristol."

"Celestins, Liverpool."

'Phone : Hop 4343 (2 lines).

'Phone : 21913.

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IMMEDIATE DELIVERY  
FINEST QUALITY  
COMPETITIVE PRICES

## LIQUID PARAFFIN

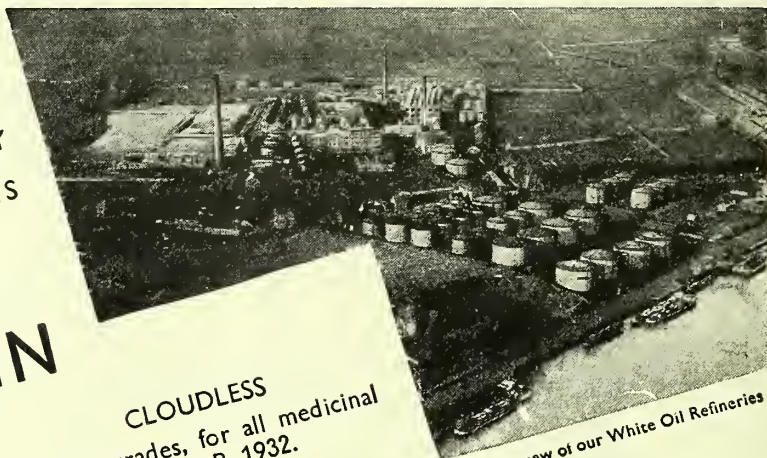
B.P. 1932

HIGHEST VISCOSITY

Daily delivery from stock of all grades, for all medicinal purposes. Guaranteed to comply with B.P. 1932.

## TECHNICAL OILS

Our comprehensive range includes Odourless, Tasteless, Water-White, Oils of different Viscosities suitable for Emulsions, Slab and Toilet preparations. Our White and Half-White Oils are specially recommended for Brilliantine and other manufacturing purposes.



Aerial view of our White Oil Refineries

# PURFINOL LTD.

LONDON, E.C.2

80 BISHOPSGATE

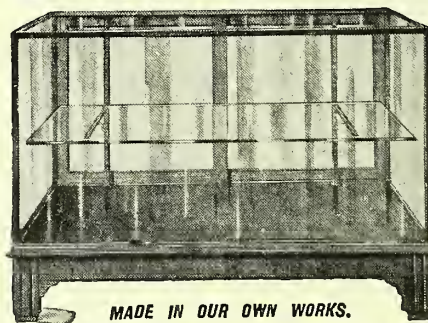
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AND OTHER PRODUCTS.

SAMPLES AND PRICES UPON REQUEST.

THE CALDICOT TIN STAMPING WORKS LTD.  
CALDICOT, Nr. CHEPSTOW, Mon.



## GLASS COUNTER

No. C.D. 5260  
A very soundly constructed counter as illustrated, 4 ft. long x 3 ft. high x 2 ft. deep. Fitted Sliding Doors. Polished Oak Frame.

£7:15:0

ex Works

If Mahogany Finish

£8:0:0

Send for our List No. 1505 C.D.

MADE IN OUR OWN WORKS.

**DUDLEY & COMPANY LIMITED**  
451 HOLLOWAY ROAD, LONDON, N.7  
City Showrooms: 65 Fore Street, E.C.2

# PURE ORANGE WINE

## A. MILLAR & CO., LTD., DUBLIN

(VINUM AURANTII B.P. 1914.) Prepared in strict accordance with the Formula of the British Pharmacopœia.

Samples from Head Office, Thomas Street, DUBLIN, or London Office, 74 Great Tower Street, LONDON, E.C.3.

(Wholesale only.)

## STRAW HATS NOW UNIVERSALLY WORN!

ORDER TODAY FROM:—



## This means a big demand for LUTON STRAW HAT DYES

Standard size 12/- per doz. Retail 1/4.  
Small size 7/6 per doz. Retail 10d.

Special Terms  
for Export

**WHITAKER & CO. (Kendal), Ltd., KENDAL, ENG.**



## VITAMINS A and D IN THE RIGHT PROPORTION

Scientific investigations have shown that the human body requires a minimum supply of vitamins which must not only be quantitatively adequate but which should be administered in the right proportion.

Scientists concur in the opinion that Norwegian Medicinal Cod Liver Oil contains vitamins A and D in necessary quantities and in the right proportion i.e. 500 vitamins A and at least 200 vitamins D per gram.

It is also an established fact that vitamins from a natural source, as afforded by Norwegian Medicinal Cod Liver Oil, are more beneficial in their effects than the synthetic product.

## NORWEGIAN COD LIVER OIL

WORLD-FAMOUS FOR ITS HIGH QUALITY

MEET THE CONSTANTLY  
INCREASING DEMAND FOR  
PURE

# BEER

EASILY MADE AT HOME

FREE  
YEAST  
WITH EACH  
TIN

FOR **1 D**  
PER  
PINT  
ALE OR STOUT  
FROM

SIMPLY  
ADD  
COLD  
WATER



# VIGGORMALT

(Registered)  
THE

PURE TRIPLE-STRENGTH IMPROVED EXTRACT OF  
**RICH MALT & HOPS ONLY**

(NO ADULTERATION OR ADDED COLOURING)

TRIAL	1/-	PER	3 times quantity	2/6	PER
SIZE	1-	TIN	8	5/6	TIN
			13	8/-	

**NO BOTTLES CRATES BREAKAGES**  
**ULLAGES RETURNS LOSSES**  
**DISPLAY MATERIAL AND LIBERAL TERMS FROM**

Viggormalt Distributors—

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Sole Manufacturers—VIGGORMALT LTD., Hove, Sussex

# Robb's

## NURSERY BISCUITS

## REDUCED PRICES

## & NEW PACK

Now 3d., 6d. & 1/5 cartons  
also tins 2/5, 4/11 & 8/6

REVISED PRICES EFFECTIVE TO  
THE PUBLIC FROM MAY 1st.

To be obtained of all Principal  
Wholesalers.

Write for revised Price List.

Show Materials and Literature  
forwarded on application.

Alex Robb & Co Ltd

(Dept. C.T.2), Nursery Biscuit Factory,

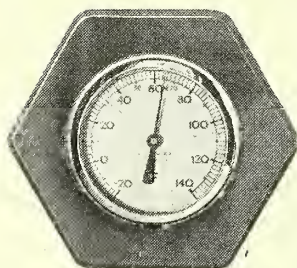
ATKINS RD, LONDON, S.W.12

Manufacturers of Table Rusks, Ginger Nuts, Charcoal Biscuits, etc





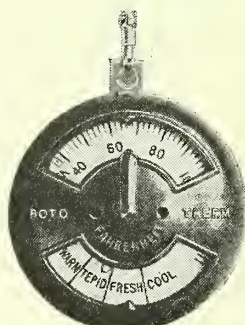
# He likes to know the Temperature



DESK MODEL 71

Rototherms are available in a wide variety of models and finishes. The desk model and the Bath model shown here retail at 3/6 each. Other models include Rototherm Window Model price 4/6 and Gift models in beautiful chromium frames from 9/- each. Ask your wholesaler for full particulars.

Here is an idea for "all-the-year-round" sales! Sell your customers "accurate temperature at a glance"—the ROTOTHERM way. Rototherm shows the temperature of the room (not of the wall) and definitely supersedes the mercury thermometer for modern use.



BATH MODEL

# ROTO THERM

## THE NEW THERMOMETER

BRITISH MADE IN ROTOTHERM WORKS.

CORFIELD LTD., Merton Abbey, London, S.W.19

PHONE: LIBERTY 1144.

## Please note

Owing to increased business we have built a New Factory at Merton, Surrey, and shall be there on and after May 19.

*Please note  
our new address*

### G. H. ZEAL, Ltd.

MORDEN ROAD, MERTON,  
LONDON, S.W.19

ZEAL CLINICAL THERMOMETERS

## "SURCO"

RELIABLE

## ELASTIC HOSIERY

SEAMED & SEAMLESS

For special garments to  
measure we maintain a 24  
hour service.

== BODY BELTS ==  
TRUSSES == SUNDRIES

*Write for Catalogue.*

### SURGICAL HOSIERY CO., LTD.

Russell Street == NOTTINGHAM

Telephone No.: 75903.

Telegrams: SURGICAL, NOTTM.



# Increase your Sales

during the

# Tennis Season



**9<sup>D.</sup>**  
**EACH**

—display the

# VIC

Reg'd

# WRIST SUPPORT

Will fit any size wrist

• • •

Inexpensive and  
most efficient

• • •

Non-slipping & cannot chafe

• • •

Exceptionally elastic ensuring firm, flexible support which does not interfere with play. In sealed transparent envelopes, supplied in half-dozens, assorted colours (Brown, Flesh and White) neatly carded as illustrated.

Cost 6/- doz.

Sell 9d. each

**Order from your usual  
Wholesaler.**

Sole Manufacturers:

Grout & Co., Ltd., 35 Wood St., London, E.C.2

**"VIC"**  
*Wrist Support*  
STAYS PUT

**EASILY APPLIED**  
*Gives Firm yet Flexible Support*

**SIMPLE FASTENING**  
*Elastic Perous Comfortable Washable*

OBTAINABLE IN  
BUT BROWN  
FLESH PINK  
OR  
WHITE

**PRICE 9<sup>D.</sup> EACH**

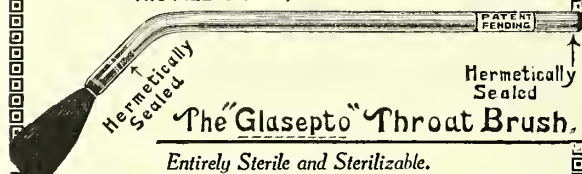
BRITISH MADE

For GOLF, BADMINTON, SQUASH RACKETS, TENNIS, CRICKET, HOCKEY ETC.



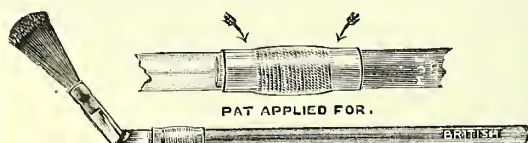
**TWO ARISTOCRATS  
AMONG THROAT BRUSHES**

The ALL-GLASS, sealed both ends.



CAMEL HAIR	...	3/6 dozen
SQUIRREL HAIR	...	4/6 "

The "ASEPTO," with Cellulose Covered Binding.



CAMEL HAIR	...	2/3 dozen
SQUIRREL HAIR	...	3/- "

All above Cellophaned 6d. dozen extra.

**M. J. FECHER, LIMITED**  
**CUCKOO HOUSE, DOD STREET**

Telephone : East 3228 **BURDETT RD., E.14** Telegrams : Lamp Glass, Pop., London

**CREATE SALES**BY SELLING A GOOD ARTICLE  
AT A FAIR PRICE

**RELIABLE  
HEATCURED  
TRANSPARENT PREVENTATIVES**  
LONG LIFE IN ANY CLIMATE

21/- per gross  
Less 2½% C.O.D.  
IN CARTONS OF THREE

OTHER LINES LOOSE AT LOWEST PRICES  
SAMPLES WITH PLEASURE

**F. W. CASSELL & Co. LTD.**  
WHOLESALE CHEMISTS  
108A. MANSFIELD RD., NOTTINGHAM.

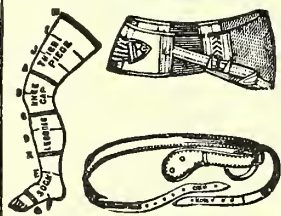
**J. H. HAYWOOD, Ltd. CASTLE GATE NOTTINGHAM**

Telegr. : "Appliance, Nottingham." Established over a century. Phone : 40483 Nottm.

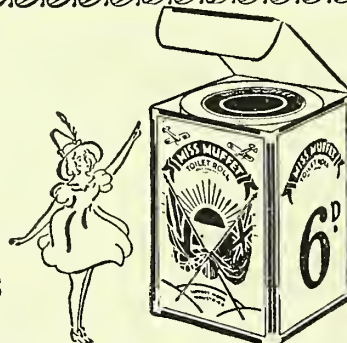
**SURGICAL APPLIANCE MANUFACTURERS****SPECIALITIES FOR SUMMER**

Elastic Hosiery, Seamed or Seamless, suitable for summer wear.  
Trusses, Spring and Elastic, Suspensory Bandages, Abdominal Belts, made from porous materials.  
Elastic and Leather Supports, for Cricket, Tennis, Golf and Boating.  
Goods for Toilet and Seaside trade.  
India Rubber and Air-proof Goods, Nursing Requisites, Druggists' Sundries, etc.

Prices on application

*Your Wholesaler Can Supply***MISS MUFFET  
TOILET ROLLS**

675-700 Sheets of 100% Pure White Paper. Free from advertisement (printing ink is dangerous). Neatly reeled—well perforated—packed in dust-proof cartons.

**IN CARTONS****THE MISS MUFFET TOILET PAPER CO., West Bridgford, Nott'm.**

Introducing

**TWILSAN**

Regd.

Nationally  
advertised  
in the Leading  
Women's Papers.**Soft, Safe, Soluble  
Sanitary Towels**Also **TWILSAN SANITARY BELTS**

YOU will find a ready sale for the nationally advertised "TWILSAN" SANITARY TOWELS—because of their exceptional qualities, Soft for Comfort, Safe and Soluble by reason of their scientific manufacture.

Obtain supplies at once from your wholesaler to meet the demand certain to be created by our Advertising Campaign—or write direct to us for full details.

**SELLING PRICES : COST**

Popular (6 in a box) 5d. box	4/6	} Per dozen boxes,
Popular (12 in a box) 1/- box	9/-	
Comfy (12 in a box) 1/3 box	11/3	
Supreme (12 in a box) 1/6 box	13/6	

Prices and numbers of Belts on application.

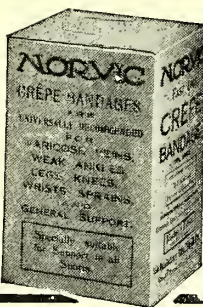
Write for Further Details  
**LEETHEMS (The) LTD.,**  
Portsmouth

**NORVIC****BLUE CARTON  
CRÊPE BANDAGES**

The Blue Carton, prominently displayed in the window or on the counter, will increase your crêpe bandage sales enormously. A P.A.T.A. LINE with FULL 33% PROFIT.

From leading wholesalers.

Sole manufacturers: Grout & Co. Ltd.  
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• Winning new customers  
for over 40 years!

**MENE  
TOWELS**

From your  
Wholesale  
House, please.

A superior quality hygiene and a great favourite with women. Also SU-CAN Soluble, for easy disposal.

ROBINSON & SONS LTD., CHESTERFIELD & LONDON

**PERKEN, SON  
& CO., LTD.**

Established 1852.

Contractors to H.M.  
Government.

THE  
"MATER"  
CLINICAL  
REGD.

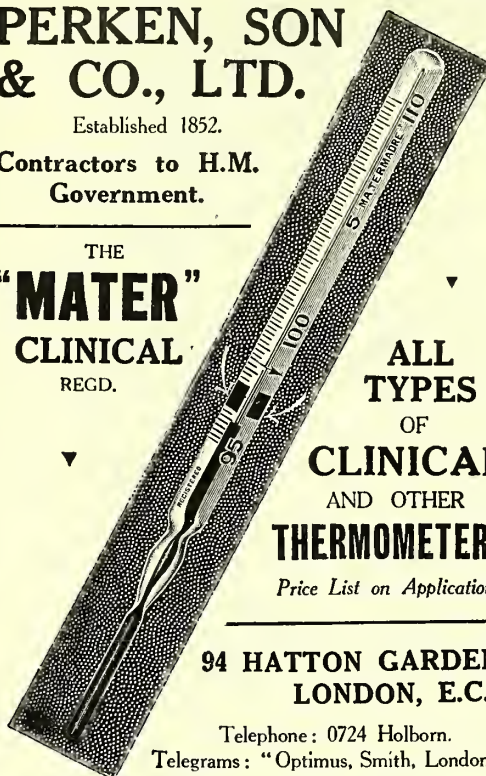
ALL  
TYPES  
OF  
CLINICAL  
AND OTHER  
THERMOMETERS

Price List on Application.

94 HATTON GARDEN,  
LONDON, E.C.1

Telephone: 0724 Holborn.

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**SOL-VO  
SELLS ITSELF**

SOL-VO gives a good margin of profit to the Chemist and is economical for the customer because it contains nearly three times as much paper as the "so-called" cheap varieties. It pays to stock and display SOL-VO. Why not give it a trial?

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OIL ROUNDS  
POISONS  
SYRUPS & ETHERS

with and without

RECESS LABELS  
DISTINCTIVE  
QUALITY.

BEATSON, CLARK  
& CO. LIMITED

ROTHERHAM

YORKS



# *"Adaptocaps"*

*will give  
your bottles  
Distinction*

These Dry Bottle Caps are made in all sizes and colours, clear and opaque. They are Self Sealing, of unrivalled quality and BRITISH MANUFACTURE. Special low rates for large contracts. Let us quote you.

**The London Capsule Co**  
EMPIRE WORKS, MITCHAM RD., CROYDON  
Telephone: Thornton Heath 3014

BUY **PYRAMID** CORKS **BRITISH**

*are better than ever.*

**6 and 8 oz.**

N.H.I. 5<sup>d</sup>. per gr.

Ordinary 8<sup>3d</sup>. „

Fine 1/1<sup>1</sup>/<sub>2</sub> „

Finest 1/8 „

10 gross carriage paid.

20 gross - - less 5%.

Less 5% cash with order.

*Write for full Price List and Size Gauge.*

**N. W. Mitchell & Snow, Ltd.**

*"The Cork Firm."*

Limehouse, London, E. 14.





## To BUYERS of TRUSSES!

The most complete up-to-date facilities for the manufacture of **RUPTURE APPLIANCES** of every known English and American pattern are operating at

**BLACK BULL WORKS,  
MARKET ROAD, LONDON, N.7**

### Hard Rubber, Celluloid, Leather and Mole

Covered and Elastic Band Trusses, under the

"MASTER"  
BRAND  
TRADE MARK



are sold in all  
Markets of the  
World.

**"KO-RALLIUM."** A new flexile covering for Steel Springs, is immune from Warping, Cracking, Shrinking or Peeling, Non-Inflammable, Impervious to Moisture, Neutral to URIC ACID Secretions.

Supersedes Hard Rubber or Celluloid.

Get to know of this. **It is Something Different!**

### Suspensory Bandages and Jock Straps

We offer distinctive lines of outstanding value. Our weaving sheds allow of all intermediate profits being passed to our customers.

Write for sample range at Special Rate, then compare.

**F. SCHUTZE & CO., LTD.**

**Black Bull Works, Market Road, London, N.7**



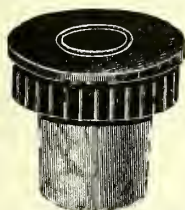
You need only stock the full range of Southalls Sanitary Towels to satisfy the needs of the vast majority of your customers.

- "ORIGINAL," most popular.
- "CELTEX," soluble.
- "K," made entirely of absorbent cotton wool, with very soft cover.
- "COMPRESSED," for Travelling.

Southall Bros. & Barclay Ltd., Birmingham

**SOUTHALLS**  
SANITARY TOWELS

COMPOSITION STOPPERS  
BAKELITE MOULDINGS  
COMPACTE COSMETIC & ROUGE BOXES



200 Varieties  
Any Colour.

A suitable Composition Stopper will enhance the selling value of your package. Let us fit your Bottles and quote you.

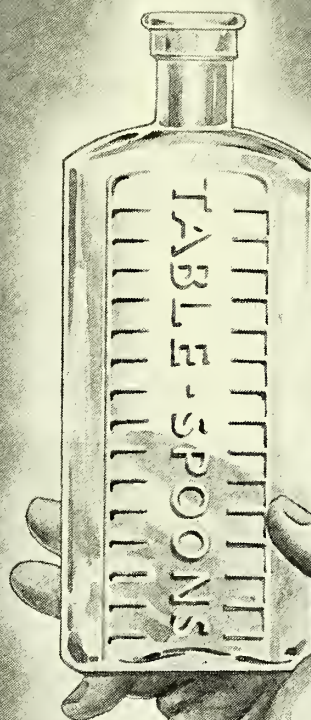


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## THAT ARE BETTER

*British Made*



For over 80 years we have been making bottles to meet the needs of the Trade in hand or machine made of all kinds.

MEDICALS  
POISONS  
EMBROCATION  
PERFUME &c.

FREDERICK  
**HAMPSON**  
LIMITED

Perseverance Glass Wks.  
**SALFORD 5**  
ESTABLISHED 1851



WHY NOT ENQUIRE ABOUT OUR NEW

## IDEAL SHOPFITTINGS?

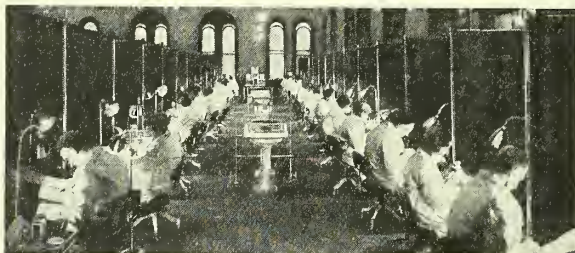
**PHILIP JOSEPHS & SONS, LTD.**

PHARMACEUTICAL SHOPFITTERS

**90 & 92 St. John Street, Clerkenwell, LONDON, E.C.1**

Telephone: CLERKENWELL 2191

Telegrams: JOSIPHIAH SMITH, LONDON

*"PHARMACY FITTERS FOR OVER A CENTURY"*

Section of National Foot Clinic.

**CHIROPODY**

The Foot Hospitals connected with the National School of Chiropody in London and Manchester treat over 2,000 cases weekly—each student must deal with a minimum of 500 patients during the term.

Chemists who have opened Chiropody Departments have increased their prestige with the medical profession and are giving better service to their customers. Many have sent sons or daughters to this School for the full time—four months' intensive Training Course to equip them for a dignified and independent career. New term in London starting shortly.

Write for Prospectus:

**Dept. 90, National School of Chiropody**  
133 Upper Street - Islington - London, N.1

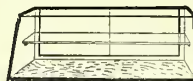
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DOES NOT REQUIRE AN AXE  
TO CUT COSTS DOWN.  
**BARNETT** FOR BOTTLES, GLASS-  
WARE, FANCY FILLING LINES,  
CAN DO IT!

**JACK L. BARNETT Ltd.**18 Basinghall St.  
Leeds 1. Tel. 28447**OPTICAL TUITION**  
FOR THE**S.M.C., B.O.A. and N.A.O. DIPLOMA Examinations**

Particulars:—

**G. A. SCURR**, F.S.M.C., F.B.O.A., F.N.A.O., F.I.O., F.C.O., M.P.S.  
50 HIGH STREET, BARNET, LONDON, N.



**D. MATTHEWS & SON,**  
Shop Fitters and Showcase  
Manufacturers.  
14/16 Manchester St.  
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**THE KWIK-SALE SHOWCASE**

Suitable for all Businesses.

Plate glass sloping front. Frameless Mirror  
sliding doors at back. Polished edge plate  
glass shell inside. Size 3 feet long. 14 in.  
back to front at bottom. 9 in. back to front  
at top. 12 in. high. . . . . **£5-10-0**

MEDICAL FLATS. PANELS. POISONS

Good Quality  
Keen Prices**GLASS BOTTLES**Buy from the  
actual makers

**Wm. HANSON & SONS, Ltd.,**  
ROSEGROVE, BURNLEY

# SHERLEY'S

## DOG & CAT MEDICINES

are always in popular demand. They are prepared by fully qualified Analytical and Pharmaceutical Chemists under the supervision of a veterinary expert and have reached their present big sales because of their purity, safety and efficacy.

Extensive advertising, generous trade terms, including extra discounts for £2 parcels and Window Display, make the Sherley range of Products the ideal lines for you. Keep a stock always on hand to meet the demand in your district for these quick-selling lines.

A postcard brings full details

**A. F. SHERLEY & Co. Ltd., 18 Marshalsea Rd., London, S.E.1**



**Sherley's Worm Capsules and Powders**  
**Tonic & Condition Powders**  
**Insect Powder**  
**Canker Lotion & Powder**  
**Skincure**  
**Cough Tablets**  
**Fit Tablets**  
**Lintox for Distemper**  
**Distempercure**  
**Wound Lotion**  
**Eye Lotion**  
**Formalin Soap**  
**Shampoo Dry Shampoo**  
**Dry Cleaning Powder**  
**Dry Cleaner**  
**Lactol & Lactol Biscuits**

**Continuous and Steadily Advertised Goods  
FOR DESTROYING RATS AND MICE**

## DANYSZ VIRUS

Retail Price (Protected)	Net Wholesale Price
Virus for Rats and Mice, single tube, 2/-	15/- per doz.
3 tubes, 5/-	
Virus for Mice only .. single tube, 1/6	9/-
3 tubes, 3/-	

Date-expired tubes returned to us postage paid will be exchanged free of charge.

## Danysz Virus in Liquid Form

Retail Price	Wholesale Price
Bottles 6/- each	4/6 each
" 4/6 "	3/9 "

## HALLER'S EXTRACT OF SQUILL and DANZO RAT KILLER

Discount off Retail Prices	25% Monthly Account, or 33 1/3% cash with order.	Cash with Order
Retail	Monthly A/c	
1/2 gall. tins .. 10/-	7/6	6/8
1 " " 18/-	13/6	12/-
5 " " 80/-	60/-	53/4

## DANZO BEETLE POWDER

For destroying Blackbeetles, Cockroaches, Crickets, &c.

Retail Prices (Protected)	Wholesale Prices
In cartons 9d. each	6/9 per doz.
" 1/6 "	13/6 "
" 3/- "	27/- "

Danzo Beetle Powder will not deteriorate by keeping.

**CARRIAGE PAID ON ALL ORDERS.**

To be obtained from

**HALLER LABORATORIES, LTD.**  
325 Borough High Street, LONDON, S.E.1

Telegrams: "Virudana, Sedist, London." Telephone: Hop 2717

**Cataline prevents and cures inflammatory Diseases in Cattle.**

TO THE TRADE.

P.A.T.A. PRICES!

Are *you* stocking

## CATALINE?

If not, now is the time to send us your orders.

During this month we are posting 200,000 circulars to 200,000 Farmers and all Live Stock Owners.

Many of these are your customers.

They will be asking **YOU** for **CATALINE**.

Cataline pleases Your Customers. The Sales will Please You.

IS

WHAT **CATALINE** YOU WANT

One Size. One Price. Retail at Face Value, namely, 3/9 per bott.

Cases Free.

Carriage Paid.

Our best cash with order, carriage paid, prices are:—

1 dozen	3 dozen	6 dozen	12 dozen
36/-	35/6 per doz.	35/- per doz.	34/6 per doz.

**Stocked by most Wholesale Houses**

**Sole Makers:**

**The CATALINE CO., Ltd., BRISTOL**



RELIABLE

BRANDS  
YOU CAN  
RECOMMENDCULTIVATE PRESTIGE by showing  
these "CHEMISTS ONLY" products**MORFI**TRANSPARENT 27/- per gross. Retail 2/6 packet of 3  
IVORY 24/- " " Retail 2/- " " 3OVER 20 YEARS  
experience in the manufacture of  
TRANSPARENT PREVENTATIVES

Since 1912 Fromms Act Rubber Works, Ltd., have been  
producing goods of the highest possible quality,  
hot vulcanized and guaranteed to keep fresh for  
three years in any temperature.

**Fromms Act**TROPICPROOF—GUARANTEED  
to keep fresh for 3 years in any temperature,  
made of the very finest quality materials.  
36/- per gross. : Retail 3/- per packet of 3.ATTRACTIVE SHOW MATERIALS SENT  
ON REQUEST.

HERBERT

FROMM

ALDWYCH HOUSE,  
LONDON, W.C.2.

Telephone : HOLBORN 4870.

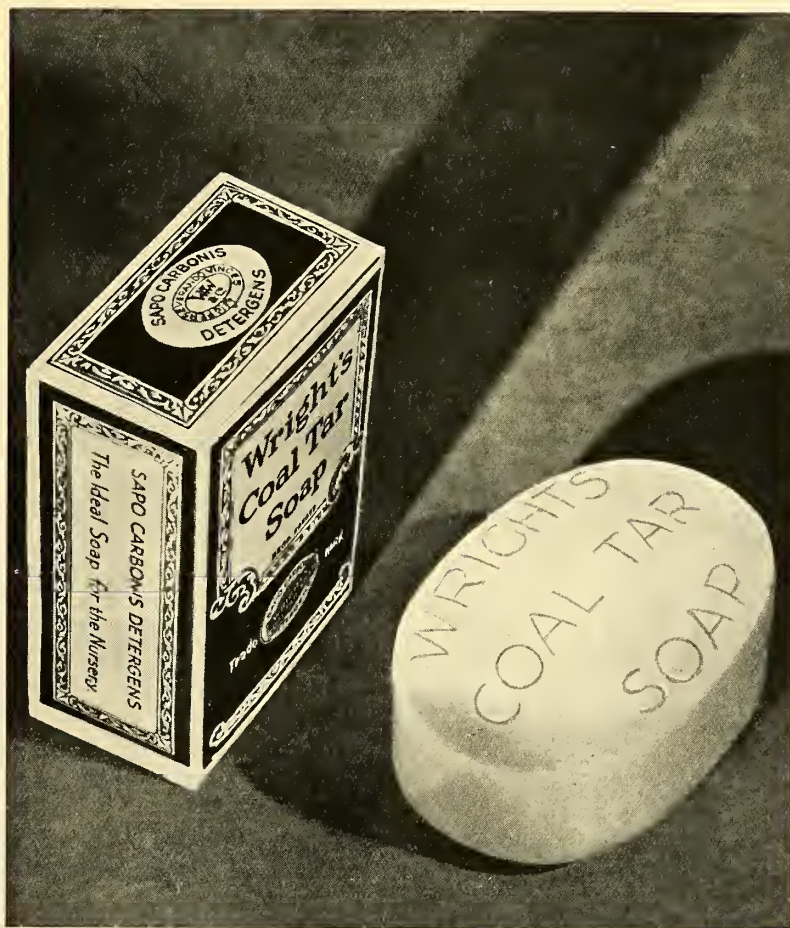


TRADE



MARK

# WRIGHT'S COAL TAR SOAP



## THE SAFE SOAP

Awarded the Blue Seal of Merit by the Institute of Hygiene, which means that for twenty consecutive years Wright's Coal Tar Soap has been certified for Purity, Quality and Merit

Show material on request

**WRIGHT LAYMAN & UMNEY**

(1932) LIMITED

SOUTHWARK

LONDON



# THE BURNING QUESTION

THE  
BURNING  
QUESTION

SOLVED BY

dubarry

SUN-BATHING OIL

PREVENTS REDNESS & DISCOMFORT

SUN-BATHING TALCUM

FOR COOL FRAGRANT COMFORT

ANTI-SUNBURN LOTION

TONES DOWN EXCESSIVE SUNBURN

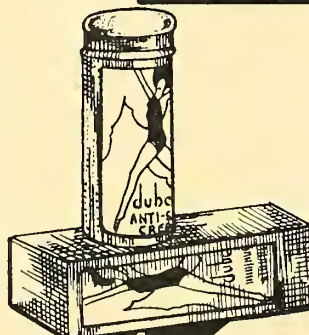
ANTI-SUNBURN CREAM

PREVENTS & RELIEVES

1/6



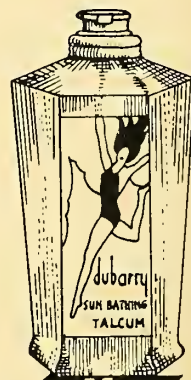
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CREAM



LOTION



TALCUM

THE DUBARRY SUN-BATHING AND ANTI SUNBURN products are produced in arresting, colourful, modernistic style, accompanied by a striking cut-out (shown above, 16" high). The ensemble makes a highly attractive display in which blue and gold predominate.

ALL FOUR PRODUCTS RETAIL AT 1/6 EACH

GOLDSTONE  
LABORATORIES  
HOVE.

dubarry

LONDON DEPÔT  
81 BROMPTON RD  
S.W.3.



# The CHEMIST AND DRUGGIST SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

28 ESSEX STREET, LONDON, W.C. 2

MAY 26,  
1934

## ADVERTISEMENT TARIFF

**ALL ADVERTISEMENTS** are **PREPAID**, so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph an urgent announcement this may be done, provided the money is telegraphed at the same time.

**BUSINESSES WANTED** and for **DISPOSAL, PREMISES TO LET** and **FOR SALE, PREMISES WANTED, PARTNERSHIPS, GOODS** for **SALE** and **AGENCIES**—6/- for 50 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)  
**SITUATIONS OPEN**—6/- for 40 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)  
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**LEGAL NOTICES, TENDERS, AUCTIONS**, and all specially-spaced announcements, 1/3 per nonpareil line (12 lines = 1 inch single column). (Box No., 1/- extra.)  
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**EXCHANGE COLUMN** (for Retailers, etc.)—Twopence per word, minimum 2/- (Box No., 1/- extra.)

**THE CHEMIST & DRUGGIST, 28 Essex St., Strand, London, W.C.2**  
Telephone: Central 6565 (8 lines). Telegrams: "Chemicus, Estrand, London."

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must reach us  
not later than

**FIRST POST THURSDAY MORNING**

All advertisements intended for  
insertion in this Supplement

## ORRIDGE & CO.

**56 LUDGATE HILL, E.C.4**

ESTABLISHED 1846

Telephone No.: CITY 2283

May be CONSULTED at their Offices on MATTERS of SALE, PURCHASE & VALUATION

We make no charge to purchasers, and invite intending buyers to communicate with us, stating their requirements

1.—**PURLEY (NEAR)**.—Main road General Retail Business, with Rexall Agency; old established; returns under management approach £1,600 per annum; rent £65; held on lease; price £400, plus valuation, or all about £1,000; genuine reason for sale.

2.—**ESSEX (SUBURBAN)**.—Good-class Retail Business in excellent position; increasing turnover, last year being £2,250; gross profit £820; stock and fixtures worth £1,000; price £1,250, or valuation terms entertained.

3.—**FINCHLEY (NEAR)**.—Good-class Family Retail Business; returns £20 per week, increasing; stock and fixtures worth £650; modern living accommodation, with garden; long lease at reasonable rental; price £650.

4.—**BARNSBURY (NEAR)** (Death Vacancy).—Middle- and Working-class Retail Business; returns at present about £9 per week, plus Panel 50 to 60 scripts (per week); scope for large increase; rent £60 inclusive; price £250.

5.—**HIGHBURY (NEAR)**.—Middle- and Working-class General Retail Business, with small Optical connection; returns £1,300; net profit £330; comfortable living accommodation; reasonable rent; price £1,050, or £750, plus stock at valuation.

6.—**NORWOOD**.—Main road General Retail Business, returning at present about £25 per week; rent £90 per annum; held on lease; the business must be sold forthwith and the first reasonable offer will be accepted.

7.—**CENTRAL LONDON**.—Cosmopolitan Business, returning about 70 per week; stock and fixtures worth about £500; the first reasonable offer will be accepted.

8.—**METROLAND**.—Middle-class Retail Business, with side lines; net profit for year just ended £500; stock and fixtures worth £625; reasonable rent, with advantageous sublet; price £1,025 or offer.

9.—**LONDON (SUBURB)**.—General Retail Business, with excellent rent; net profit over £800 per annum; good living accommodation; low rent; long lease; price for quick sale £2,000.

10.—**S.E. LONDON**.—Cash Drug Store and Herbalist, returning £12 to £18 per week; excellent profits; comfortable living accommodation; price £400; vendor retiring.

11.—**HAMPSHIRE**.—Middle-class Retail Business; returns approach £800; excellent profits; splendid position; applicants must have at least £2,500 at command.

12.—**BOURNEMOUTH (NEAR)**.—General Retail Business, with side lines; returns £2,500, with scope for increasing the Pharmaceutical side;

stock and fixtures worth £1,600; modern living accommodation; garage; reasonable rent; price £2,000 or near offer.

13.—**SOUTH COAST**.—Good Middle-class Retail Business, with Optical connection; net profit £800; good living accommodation; rent £96; long lease; price £2,300, or 1½ years' net profit for goodwill, plus stock and fixtures at valuation.

14.—**"BORDERS OF NEW FOREST"**.—General Market Retail Business, with good-class clientele; wine licence and Rexall Agency; established 175 years; returns approximately £3,200; excellent profits; rent £150 per annum; let off £45; price £2,050, excluding book debts.

15.—**DEVON**.—Good Middle-class Retail Business, with net profit over £600 per annum; rent £60; very good living accommodation; long lease; lowest price £1,650.

16.—**NORTHANTS**.—General Retail and Photographic Business, with own D. and P.; returns, under management, £1,500; stock and fixtures worth £950; rent £150; sublet £100; price £1,350; scope under managing proprietor.

17.—**COOKHAM (NEAR)**.—Good-class Retail Business, with Prescribing and small Optical connection; audited returns approach £1,550; net profit over £500; stock and fixtures worth nearly £600; accommodation; rent £70; long lease; price £1,250.

18.—**CORNISH RIVIERA**.—Good-class Business, returning a net profit of over £500 per annum; further details will be supplied to genuine applicants with a capital of approximately £1,800.

19.—**GLOUCESTERSHIRE**.—Middle-class Retail Business, with excellent dispensing connection; returns £1,700; net profit £400; very nice living accommodation; vendor owns premises and would prefer to sell same; there is, however, a possibility that a lease would be granted; further details on application.

20.—**TAUNTON (NEAR)**.—Middle-class Retail Business, with Kodak, Ucal and Rexall Agencies; net profit approaches £300 per annum; stock and fixtures worth £500; low rental; long lease; lowest price £800.

21.—**SURREY (FEW MILES OUT)**.—Good-class Residential Business, with Kodak Agency; returns approximately £1,250; net profit £300; stock and fixtures worth £650; very nice living accommodation; rent just over £70; nearest opposition two miles; early-closing day Wednesday; price asked £900 all at, or £300, plus stock and fixtures at valuation; vendor would be prepared to lower the stock if required.

## Chemists' Transfers, Valuations for Sale, Stocktaking & Probate

Special Terms for Income Tax Valuations and Preparation of Accounts by Qualified Accountants,



*Ernest J. George*  
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 Chemists Valuers & Transfer Agents.

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 Chemists Valuers & Transfer Agents.

(C1) LONDON, N.W. (DEATH VACANCY).—Old-established pharmacy, situated in good-class district; average returns approximately £2,000 per annum; good living accommodation; offers invited for purchase of business and leasehold property.

(C2) DEVON.—Unopposed country business, established over 50 years; average net profit for past two years, £610 per annum; good living accommodation, with every convenience; rent £60; price £1,800 all-at.

(C3) HANTS.—Good class business, very old-established; turnover upwards of £3,000 per annum, and steadily increasing; reasonable rental; long lease; price £2,050, exclusive of book debts.

(C4) SUSSEX.—Attractive modern pharmacy, with up-to-date house, containing all conveniences, situated in small seaside resort; turnover approximately £3,000 per annum; net profit £775; low rental; reasonable purchase price; strongly recommended.

(C5) SOMERSET.—Old-established dispensing business (private and N.H.I.), with living accommodation; average turnover approximately £2,300 per annum; net profit about £550; rent £100; long lease; price £1,950, including stock, £850, which could be taken at valuation if desired.

(C6) NOTTINGHAM.—Old-established pharmacy, situated in busy shopping thoroughfare; present returns about £40 per week, plus N.H.I.; reasonable rental; good scope for further increase; price £1,350, including stock, approximately £850.

(C7) NORTH WALES.—Prominently situated good-class pharmacy, for over 30 years under present proprietorship; turnover for 1933, £2,285; gross profit £750; reasonable rental on long lease, or property could be purchased; living accommodation; price £350, plus value of stock and fixtures; owner retiring.

(C8) BIRMINGHAM.—Exceptional opportunity to acquire a business with excellent scope at a very low figure; present turnover approximately £20 per week; good percentage profit, as the rent (£70 per annum) is almost wholly covered by sub-letting; first reasonable offer accepted for quick sale.

(C9) LONDON, E.—Lock-up pharmacy, situated in busy main thoroughfare; average returns approximately £1,240 per annum; large N.H.I.; inclusive rental £97 ros.; lease 14 years; price £750 all-at.

(C10) GLAMORGAN.—Attractive modern pharmacy, with up-to-date house, situated in congenial seaside resort; present turnover approximately

£1,000 per annum, with excellent scope for considerable further increase; very reasonable rental; price about £750, including stock, £400.

(C11) BUCKS.—Old-established business, with good living accommodation; turnover upwards of £1,500 per annum; net profits (certified), £425; low rental; price £1,250; offers considered.

(C12) BRIGHTON.—Main-road cash business, with excellent potentialities, can be acquired for a quick sale at an all-in figure of approximately £650; turnover about £20 per week, with plenty of scope for development; reasonable rental, including living accommodation; full details upon application.

(C13) BERKSHIRE.—Established retail business, with optical department; present turnover upwards of £1,250 per annum; net profit about £350; exceptionally good scope for proprietor with dual qualifications; very low rental; price £1,100, including stock and fixtures, £825.

(C14) WEMBLEY (NEAR).—Attractive modern pharmacy, with living accommodation; turnover for 1933, £1,609; net profit £495, which includes income from small hairdressing department; price £1,025 all-at; open to offer.

(C15) LONDON, E.C.—Exceptional opportunity to acquire prominently situated business at a figure representing less than the value of stock and fixtures; excellent scope for extensive development; turnover approximately £2,300 per annum, high percentage gross profit; reasonable rental for position; price, all-at, £750.

(C16) SOUTHERN COUNTY.—Established business for disposal owing to retirement; present turnover approximately £2,000 per annum; net profit upwards of £500; rent £86 including good living accommodation; price, £850 for goodwill and fixtures, plus stock at valuation; strongly recommended from personal knowledge; the business possesses excellent scope for further development.

(C17) GLOUCESTERSHIRE.—Up-to-date pharmacy, with good potentialities; present turnover approximately £2,000 per annum; net profit £400; property also available; no near opposition; price by arrangement.

(C18) £150 ALL-AT.—Pharmacy, situated in leading business thoroughfare of popular seaside resort, can be acquired at this low figure for a quick transaction; excellently suited to chemist with limited capital; reasonable rental; abundant scope; full details upon application.

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2.—SURREY.—Light Family Retail and Dispensing, with branch; returns over £2,000; good profits; valuable appointment; good living accommodation; long lease granted; owner retiring; price £2,000 or near offer.

3.—SOUTH COAST.—Good Middle-class Retail; steady all the year round trade; returns £1,250; good profits; modern pharmacy, with flat over, garage, &c.; stock and fixtures worth £700; price £900 or first reasonable offer.

4.—DERBY.—Light Family Retail with N.H.I., in thickly populated district; no near opposition; returns last year £1,321; rent £52 on lease; corner shop, well stocked; owner ordered South; offers invited.

5.—WESTCLIFF-ON-SEA.—Well-established Light Retail, with good Prescribing; main-road position; turnover exceeds £1,500; net profit £348; house attached; fully stocked; price valuation, plus small goodwill.

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8.—LONDON, S.W.—Old-established Good-class Business, in main-road position; returns under manager exceed £2,000; scope for increase; house attached; stock worth £700 to £800; price £1,400; recommended.

9.—KENT SUBURB (12 miles out).—Profitable Light Cash Retail, with good N.H.I. and Photo; returns last year £1,770; net profit about £450; increasing; low rent; splendid stock; price £1,250 or offer.

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**LONDON.**—Unique Opportunity! Excellent Cash City Business; established over 130 years; ideal main-road position; extraordinary low overheads; profits for years have been 40 per cent.; absolutely unopposed; last owner in possession 15 years; new lease commenced; excellent turnover; this business is recommended by persons having no interest whatsoever in it, who will give an unbiased opinion to purchaser; price £1,550. 49/25, Office of this Paper.

**DERBY.**—Old-established Middle-class Business; present turnover approximately £1,350 per annum; living accommodation; rent £52; no near opposition; low price for quick sale; genuine reasons for disposing. Ernest J. George & Co., 329 High Holborn, London, W.C.1.

**LONDON (near City).**—£225 secures Lease, Stock and Fixtures of Pharmacy with small House and Garage in working-class district; neglected; must be sold; rent and rates £75; garage let off 7s. per week; could be used as lock-up and house let if required; suit beginner. 48/1, Office of this Paper.

**MANCHESTER (near).**—Very profitable business; large lock-up shop, beautifully fitted; rent £50, including rates; returns £600; net profit £200; N.H.I. average 350 month; plenty of scope for increase; genuine reason for disposal; price for quick sale £200 or near offer; will stand investigation. Write 49/22, Office of this Paper.

**NORTH WALES.**—Well-fitted lock-up Pharmacy in good-class residential district; established three years and showing increasing returns under management; sales last year £1,100, net profit £305; audited accounts; excellent prospects; no Welsh spoken; rent £60, rates under £4; long lease available or would sell freehold; clean and up-to-date stock £346 (April, 1934); fittings £128; would accept £700 inclusive; genuine in every respect, and fullest investigation invited; good reason for disposal. 49/47, Office of this Paper.

**SHEFFIELD.**—Old-established middle-class Dispensing and Photographic Business in thickly populated district; busy shopping area; good N.H.I.; well stocked and fitted; vendor's own property; could sell or lease at reasonable rent; Kodak and Ucal Agencies. Apply 49/42, Office of this Paper.

**SOUTH-WEST ENGLAND.**—Cash Drug Stores; lock-up shop; good position in growing seaside town; Photo Agencies; returns average £11 to £12 weekly; rent and rates £50 per annum; 14 years' lease; good opportunity for Qualified man; no near opposition; £250 and stock at valuation, about £125. 50/15, Office of this Paper.

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**BUYERS** of large or small businesses, in all parts of England, are invited to communicate privately with S. F. Clark, Chemists' Transfer Agent, Richmond, Surrey, who has registered number of exclusive attractive propositions. Vendors also, who appreciate non-broadcasting service, may submit details of their businesses, or—in first instance—arrange personal interview to suit their own convenience.

**FOR SALE (North Cornwall).**—Freehold and Goodwill of Corner Chemist Shop in small growing seaside town, with excellent living accommodation over; total frontage on two streets about 5 ft., and back entrance from another street; £1,200. Apply Mutton & Mutton, St. Tudy, Cornwall.

**GOOD Opportunity** to acquire sound going concern showing net profit of £400 per annum; has been under female management; scope for increase under personal supervision; deep double-fronted shop, well fitted; good living accommodation and garden; low rent and rates; healthy London suburb; owner anxious to dispose for health reasons; first near offer to £800 secures. 42/686, Office of this Paper.

**£750 OR NEAR OFFER.**—London; old-established Cash Pharmacy; long lease; low rent; good scope for Optics; turnover 1934 £1,210; good profits, could be increased; age and health reason for selling; all particulars to genuine buyer; bank reference. 49/16, Office of this Paper.

**CASH** waiting by a Private Limited Company for 20 Genuine Retail Businesses returning £2,000 or over per annum. London and South of England preferred. Audited figures essential. Apply—

**ORRIDGE & CO., 56 Ludgate Hill, E.C.4**

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**B**ERDOE & FISH require immediately, for private clients, several good-class businesses showing net profit of £500 per annum upwards, and invite correspondence; cash waiting, and strictest privacy guaranteed. Address Berdoe & Fish, 41 Argyle Square, King's Cross, London, W.C.1. Telephone: Terminus 3574.

**R**EQUIRED Immediately, on behalf of established Limited Company, thirty sound businesses, preferably situated in the Midlands or South, showing returns of £2,000 per annum and upwards; accountants' figures required, and suitable propositions can be purchased immediately, upon a strictly cash basis. Chemists contemplating disposal are invited to write under guaranteed assurance of confidence, to Ernest J. George & Co., 329 High Holborn, London, W.C.1. Telephone: Holborn 1167.

**W**ANTED.—A Small Country Business or Drug Store, house and garden attached. Full particulars to M.P.S., c/o Wright, Layman & Umney, Ltd., 46 Southwark Street, London, S.E.1.

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**K**ENT (25 minutes Charing Cross).—Densely populated London suburb; fine shop, with 6-roomed maisonette over; £210 per annum; opposite station; no chemist established. Stephens, Grand Buildings, Trafalgar Square, W.C.2. Whitehall 9224.

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**T**O BE LET OR SOLD, near St. Albans, Small Factory, 2,700 sq. ft. suitable Laboratory, room extension, together with good residence adjoining; company's electric, gas; excellent and ample water from own deep bore well; rent £175 p.a. W. Foden, 35 Queen Victoria Street, E.C.4.

**W**ONDERFUL Opening for Chemist in new Middle-class District.—Fine shop premises to let in new parade in prominent position in Chadwell Heath; good flat over; Optical and Photographic Departments should be incorporated; rent only £100 p.a.; lease 7/14/21 years; trade restrictions granted for Chemist and allied trades. Apply Mr. Close, 15 Perry Rise, Forest Hill, S.E.23.

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**ARGENTINE REPUBLIC.**—Well-established firm in Buenos Aires open to Represent on Commission basis British Manufacturers of Pharmaceutical and Medicinal specialties; also toilet articles, perfumery and druggists' sundries. Details concerning regulations regarding the sale of medicinal preparations in the Republic, and other particulars, from S. Cusmano, Humaita 6918, Buenos Aires.

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## APPOINTMENTS.

ROYAL SOUTHERN HOSPITAL,  
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**APPLICATIONS** are invited for the post of PHARMACIST (male). Salary commencing at £275 per annum.

Candidates must be in possession of the Ph.C. qualification. Membership of the Federated Superannuation Scheme (Contributory) is compulsory.

Applications, stating age, with full details of previous experience, and accompanied by copies of three recent testimonials, should be sent to the undersigned not later than June 5, 1934.

FRANK SOLMAN,  
Superintendent and Secretary.

**THE Prison Commissioners** invite applications for the post of Pharmacist (Male) in the Prison Service (England and Wales). Candidates for these appointments must be between 24 and 35 years of age. Only applications from those holding the Qualification of the Pharmaceutical Society of Great Britain as Chemist and Druggist or Pharmaceutical Chemist will be entertained.

Present scale of pay at the rate of £184 12s. per annum, rising by annual increments to £264 12s. per annum, the maximum being attainable after 10 years' approved service.

Quarters or a cash allowance in lieu are provided, also medical attention and medicines under the approved regulations.

The post is pensionable under the usual Civil Service conditions.

Applications should be addressed to The Secretary, Staff Branch, Prison Commission, Home Office, Whitehall, London, S.W.1.

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**A STUDENT**, with practical Pharmaceutical training, wishes to serve Apprenticeship (for Ph.C.) in a chemist shop (either in London, or Manchester or its nearabout) during summer months, with or without premium; no remuneration wanted. 47/7, Office of this Paper.

**A PRENTICE** required for good-class Dispensing Business. Apply J. W. Webber, Chemist, 202 High Road, Chiswick, W.4.

## SITUATIONS OPEN.

### RETAIL (HOME).

6s. for 40 words or less ; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**KINGSTON, SURREY.**—Qualified Assistant required; energetic and capable; send all usual particulars, including photo, in first letter. 50/13, Office of this Paper.

**LONDON.**—Wanted at once, Assistant; hours 2 p.m. to midnight Saturdays from 1 p.m.; one full day off per week, alternate Sundays 6 p.m. to 11 p.m.; write or 'phone; state age, experience and salary required. Morgan Davis, 34 Leicester Square, W.C.2. Whitehall 4083.

**LONDON, E.**—Middle-aged Qualified Assistant required; mainly N.H.I.; low salary, short hours. Apply, giving full particulars, to 49/270, Office of this Paper.

**LONDON, E.**—Young Qualified Assistant required; opportunity to learn management. Apply, giving full particulars, to 49/27, Office of this Paper.

**LONDON, N.**—At once, Branch Manager; please state salary required, when disengaged; must be used to quick Counter trade. 49/29, Office of this Paper.

**LONDON, N.1.**—Qualified Manager (not over 40) required for small neglected branch; salary to commence £3 10s. per week; bonus on increased turnover to energetic man. 50/4, Office of this Paper.

**LONDON, N.12.**—Wanted immediately, a Junior Assistant (Male); well up in Dispensing and Counter; one with London experience preferred. Apply by letter, giving age, salary and full experience, or apply personally after 3 p.m., F. J. Sandberg, 22 Regent's Parade, North Finchley.

**LONDON, N.W.1.**—Assistant wanted (Qualified); must have a sound all-round experience and be of good appearance and address. Fairfax, Chemist, 116 Seymour Street, Euston, London, N.W.

**LONDON, W.1.**—Assistant wanted; Saturday afternoon and evening. Give particulars of age, experience and testimonials to 49/2, Office of this Paper.

**LONDON, W.1.**—Wanted, Young Qualified Junior Assistant (Male) for Dispensing business near Harley Street; please give fullest particulars, including qualifications, experience (copies of testimonials need not be sent), salary asked, and when disengaged. 49/23, Office of this Paper.

**MANCHESTER.**—Wanted, capable and energetic Qualified for Cash Retail and N.H.I.; permanency for the right man; state full particulars of age, experience, salary, references and when free. Latewards, 389 Ashton New Road, Manchester.

**MANCHESTER District.**—Qualified Locum required, July 2 to July 28 inclusive. Please send full particulars to 48/33, Office of this Paper.

**NORTH WALES.**—Unqualified Lady Assistant wanted at once for Dispensing, Counter and Photographic Sales; must be of good appearance and height; age 25-30; permanency; salary 50s.; fullest particulars in first application. J. J., 49/35, Office of this Paper.

**NORTH-WEST SEASIDE RESORT.**—Qualified Assistant; permanency if satisfactory; good Counterman and Window-dresser; knowledge of Photography useful; good references; write stating age, height, salary required (photo if possible); applications not answered in 7 days unsuccessful. 49/33, Office of this Paper.

**SOUTH KENSINGTON.**—Qualified Assistant (24-25) (Male), with good Retail and Counter experience. Apply "H. C. C.," 50/11, Office of this Paper.



**STAFFORDSHIRE.**—June 18 or earlier, young, active, married. Qualified Man to manage branch; industrial district; £3 5s. plus house (over shop) plus half net profits; opportunity for man with confidence in own business-making ability; state age, height, experience, date disengaged, references; photo if possible (returnable); applications not answered 4 days respectfully declined. 48/21, Office of this Paper.

**STEPNEY, LONDON, E.1.**—Wanted, June 4, Unqualified Assistant; mainly for N.H.I. Dispensing; assist at Counter; please give full particulars of age, experience and copies of last two references; state salary required. 49/44, Office of this Paper.

**WEMBLEY.**—Improver or Junior Assistant, Young Man, Unqualified, with good Dispensing experience, used to brisk Counter trade. Write, stating experience and salary, 48/9, Office of this Paper.

**YORKSHIRE.**—Young Lady requires a Qualified Lady Chemist as working partner willing to invest £200 to £300; progressive new business; could share comfortable home if so desired; references; audited books. 48/25, Office of this Paper.

**ASSISTANT** required (Unqualified); must be used to quick Cash and Dispensing business; Window-dressing experience essential; references must bear strict investigation; send full particulars with first letter, when free, salary required, &c. Foster & Dallas, 1 Lavender Hill, S.W.11.

**AT ONCE.**—Smart Young Unqualified, either sex; Window-dressing and N.H.I. Dispensing. Apply with full particulars, Buckingham, Chemist, Welling, Kent. Phone: Bexleyheath 218.

**CAPABLE** Assistant required for good-class Pharmacy in Agricultural town to open Optical Department (J.C.Q.O. preferred); must also have first-class Dispensing experience, with Photography; occupy house over business; state age, height, experience, salary and references; photo. Applications not answered in seven days respectfully declined. Gwillim, Chemist, Brecon.

**IMMEDIATELY**, a young Lady Assistant with good all-round experience and address; must be good at Window-dressing and Display work and able to Keep Books; quick and accurate at counter and to assist with dispensing; progressive post for anyone with energy and initiative; full particulars of experience and ability, with age, height and photograph. Kershaw, 189 Stafford Road, Wallington.

**IMMEDIATELY.**—Capable Qualified Assistant required; single man preferred; state age, experience and wages required; permanency. Mayou's, Chemists, New Park Street, Leicester.

**IMMEDIATELY.**—Young Qualified Man required; definitely *au fait* with all branches of Photography; good Window-dresser; experienced in Toilets and Counter work; Midland city business; state salary, &c. 50/25, Office of this Paper.

**JUNIOR** Assistant required immediately for good-class business; must be honest and willing, and able to Dispense; state full particulars *re* age, height, apprenticeship served, and wages; enclose snap if possible. Hudson, Chemist, The Green, Warrington, Surrey.

**LADY M.P.S.** wanted used to N.H.I. and brisk counter work; state salary required, age and when free, and references in first letter. Call for an interview or write 675A Fulham Road, Walham Green, S.W.6. Telephone No.: Fulham 0887.

**LADY**, Young, Improver; good appearance; Counter and Toilet; someone residing near preferred; personal application. Apply Patterson, Chemist, 5 The Parade, Claygate, near Surbiton.

**LEWIS & BURROWS** have a vacancy for a good Unqualified Assistant (Male). Apply, giving full particulars of experience, 146 Holborn Bars, London, E.C.1.

**LOCUM, M.P.S.**, required for two weeks, from August 6 to 18 inclusive. Send full particulars to James H. Wilson, Ltd., The Broadway, Crouch End, N.8.

**LOCUM, Qualified**; to commence June 25 till mid-September. Please state previous experiences, age and terms required, which must be moderate, to R. R. Pratt, 94 Canterbury Road, N.W.6.

**LOCUM, Qualified Woman**, whole or part time, wanted for all August in small Retail Pharmacy; very light duties; state age, experience, salary (moderate). 6 Palace Court, Finchley Road, N.W.3.

**LOCUM** wanted, Unqualified, from July 9 to September 3; must have had good experience. W. E. Matthews, Ltd., 40 George Street, Croydon.

**PHARMACY.**—Qualified Lady required; efficient Dispenser and smart Saleswoman; superannuation. State full particulars, giving two references, to Managing Secretary, Sheerness & District Economical Co-operative Society, Ltd., not later than Thursday, May 31, 1934.

**QUALIFIED**, able to manage single-handed; state experience, age and salary required; no testimonials or photos in first letter, please. "Kent," 48/3, Office of this Paper.

**QUALIFIED** Assistant, accustomed to middle-class trade and N.H.I. Dispensing, required for London, E; give full particulars of experience, names of references, when disengaged, age and salary required. Apply (letter only) Chemist, 37 Sydney Road, Stoke Newington, London, N.16.

**QUALIFIED** Assistant required immediately; must be good Window-dresser and Counter hand. Write, stating age, experience and salary required, to Managing Secretary, Silverdale Co-operative Society, Ltd., Crown Street, Silverdale, Staffs.

**QUALIFIED** Assistant required, June 18 to September 22; must have knowledge Photography. Full particulars and salary required to F. B. Cordy, Chemist, Felixstowe.

**QUALIFIED** Assistant, young, wanted immediately. Full particulars to H. C. Neve, 1416 London Road, Norbury, S.W.16.

**QUALIFIED** Assistant (26-30) for Croydon area; used to good-class business; permanency and prospects for right man. Please send particulars, experience, age, references, salary required and when free, first to Mellin & Co., Chemists, 90 High Street, Eltham, S.E.9.

**QUALIFIED** Lady or Gentleman; take complete charge progressive Family Dispensing and Photographic Business; N.W. suburb; view to succession; proprietor out of business; scope newly Qualified acquire own business on terms; must be keen; prepared invest £100, secured; particulars; references. 50/19, Office of this Paper.

**QUALIFIED** Male Assistant (under 30), at once, for high-class Dispensing, Photographic and Retail business; good Dispenser required; easy hours; no Sunday work; permanency. Return reply, please, with references and full particulars, to D. G. Baird, 16 London Street, Basingstoke.

**QUALIFIED** Man (not under 25), early in June, single-handed, for branch; good Counterman and Window-dresser; with good recent references. Also Junior or Improver, at once; please state full particulars, with photo. Lester, 1 Station Road West, Canterbury.

**QUALIFIED** Man required for small branch business. Full particulars of age, experience and salary required to H. F. Ferriss, 549 High Road, Lee Green, S.E.12.

**QUALIFIED** Man required, for the season, for Counter and Dispensing, with knowledge of Photographic Requisites; send full particulars, references, salary required and snap. Raymond Smith, 2 Cliff Road, Newquay, Cornwall.

**QUALIFIED** Manager required for June 4 or 11; living accommodation over shop; state fullest particulars in letter, age, salary, &c.; no stamps or references, please. 47/300, Office of this Paper.

**QUALIFIED** Manager wanted June 11 for working-class district, Dagenham, near London; permanency; living accommodation; full particulars, and photograph, if possible; state salary required and date available. Particulars to C. F. Bayley, M.P.S., 25 Connaught Avenue, Frinton, Essex.

**QUALIFIED**; must be young, smart and energetic; state salary. 49/39, Office of this Paper.

**QUALIFIED** Pharmacy Assistant required, Male, with Optical qualification; will be expected to take charge of the Optical side of the business under pharmacy manager; preference will be given to holder of J.C.Q.O. certificate. Apply, stating age, experience and wage required, to Hull Co-operative Society, Ltd., 26 Jarratt Street, Hull.

**QUALIFIED** Relief Managers required for the summer season. Applicants must be well up in modern Pharmacy; capable of control; energetic and live business man; good salary and commission; permanencies will be offered to competent men. Apply, giving age, full particulars of experience and salary required, to Staff Manager, Timothy Whites, Ltd., Chemists, Portsmouth.

**QUALIFIED** (Young) Assistant required from June 11 for 2-3 months for Holiday Relief in firm's four London shops; no stamps or returnable photographs, please. Apply 47/3, Office of this Paper.

**REQUIRED** immediately, a Young Qualified Manager for a neglected business; salary £3 10s. plus commission. Apply 50/23, Office of this Paper.

### PHOTOGRAPHS, TESTIMONIALS, &c.

When answering advertisements in this section applicants are strongly advised not to send (unless specially requested) ORIGINAL TESTIMONIALS or VALUABLE PHOTOGRAPHS. As can be readily understood, when an advertiser receives from 100 to 150 replies the task of returning photographs, testimonials, &c., is one of some difficulty.



THE BUCHANAN HOSPITAL,  
ST. LEONARDS-ON-SEA.

103 Beds.

PHARMACIST REQUIRED.

APPLICATIONS, stating age, experience, salary required (F.S. Scheme in force), with copies of three recent testimonials, should reach the undersigned by June 6, 1934.

S. C. W. DISNEY,  
Secretary.

**TWO QUALIFIED** Lady Pharmacists (24-30); capable of taking charge; Light Retail and Dispensing; (a) pleasant London suburb, and (b) South Coast; must possess good personality, courteous and active; salary £4½; enclose recent photo and full particulars in first letter, with stamped addressed envelope. 49/31, Office of this Paper.

**UNQUALIFIED** Assistant required, chiefly for Developing, Printing, Enlarging, &c.; knowledge of counter and dispensing an advantage, but not essential. Reply, stating salary and usual particulars, to Watkins, Photographic Chemist, 3 Mortlake Terrace, Kew Gardens, Surrey.

**UNQUALIFIED** Assistant, principally for D. & D. Department. Also Unqualified Lady Assistant for season; state experience, age, height, salary required, and enclose photograph; seaside, Cornwall. 242/689, Office of this Paper.

**UNQUALIFIED** Assistant wanted, June 3 or sooner, for Holiday Relief (with possibility of permanency); age 20-24. Write or call Sunday morning, 59 Hillside, Stonebridge Park, N.W.10.

**UNQUALIFIED** Assistant wanted (under 30 preferred); must be an accurate Dispenser and accustomed to quick counter trade. Apply, stating age, experience, salary required, to Head Office, Wm. Fox & Sons, Ltd., 109, 111, 113, Bethnal Green Road, London, E.2. Ten minutes Liverpool Street.

**WANTED.**—A Qualified Chemist, smart appearance, capable Dispenser, good Salesman, with knowledge of Window-dressing, Surgical Hosiery, for London. Write, stating when free and age, salary and experience, to K., 77 High Street, London, N.W.1.

**WANTED**, Assistant for Season; must be accustomed to brisk good-class Retail and Dispensing, with Photographics. State full details of previous experience, age, height, salary required, when disengaged, and enclose photo to D. T. Evans, Ltd., Chemists and Opticians, Margate.

**WANTED** immediately, Manager for West End, with knowledge of French and Foreign Pharmacy; smart Salesman and Organiser essential; good prospects. 242/685, Office of this Paper.

**WANTED**, Lady Assistant, Qualified, at once; salary offered moderate. Apply to D. M. Sinclair, 152 Doncaster Road, Mexborough.

**WANTED**, London, N.W., fully Qualified Assistant (age about 26 years); Quick Dispenser N.H.I.; either sex; salary 70s., progressive. Full particulars to P.C.B. 120/35, Office of this Paper.

**WANTED.**—Manager, Qualified, to take sole charge of branch shop; permanency for the right man. Write, stating full particulars and wages required, also the amount could be invested at 7 per cent. interest, secured, as security, which will also carry 25 per cent. of the profits, 25 Heath Road, Twickenham.

**WANTED.**—Unqualified Assistant until end of September; must be capable Dispenser and good Counterhand; state experience, age, height; good references essential; 35 miles London. 48/15, Office of this Paper.

**WANTED.**—Well-educated, gentlemanly Youth as Apprentice or Improver in high-class Chemist-Optician's business. Cheetham, 31 Tothill Street, S.W.1.

**NAMES AND ADDRESSES.**

When sending advertisements for any of the sections in this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not followed and delay and disappointment ensue. Strict attention to this detail will be appreciated.

**WANTED**, Young Qualified Assistant (Male); please give full particulars re salary, age, experience, &c.; must be a good Window-dresser; applications not answered in 5 days respectfully declined. John, Chemist, 118 Cowley Road, Uxbridge, Middlesex.

**WANTED.**—Young Qualified Chemist; smart, energetic. Call or write, Partons, Ltd., 457A New Cross Road, S.E.14.

**WHOLESALE.**

**A FINE** proposition is open to part-time Travellers that will quickly and steadily add to their incomes; a sound selling line supported by advertising, showing good profit to the trade and good commission to representatives; districts available: Eastern Counties, Midlands, South-Western Counties, Northern Ireland. Those with real live connection among Chemists write fully to Managing Director, Extermino Chemical Co., Ltd., Wotton-under-Edge, Glos.

**REPRESENTATIVE** Required by old-established firm selling Chemists' Sundries and Printing; working Devon, Cornwall; previous connection absolutely necessary. 242/684, Office of this Paper.

**SALES** Manager for established business in Mitcham area. Young Chemist or Medical Man as Sales Manager for Medical Proprietaries and to originate Literature, Medicinal and Lay. Give, in strict confidence, type of products previously controlled, professional qualifications, age and all relevant information. Any MSS. or printed matter presented will be returned if cover wrapper is enclosed. Salary £300 per annum and monthly commission on profits. 50/17, Office of this Paper.

**SALES** Manager (outside) required by old-established firm of Manufacturing Perfumers and Toilet Soap Makers; must be keen, energetic man, with knowledge of the trade and accustomed to calling on larger provincial buyers. Applications, which will be treated in strictest confidence, will not be considered unless fullest particulars as to age, experience, salary expected, are given. Write 242/687, Office of this Paper.

**SITUATIONS WANTED.**

**RETAIL (HOME).**

**A.A.**—EXPERIENCED, reliable Locum or permanent; all branches; prize Photographer; tall; unqualified; free; day or night. Mac, Wotton-under-Edge.

**A.**—ASSISTANT (26); free June to September; Seaside and West End experience; locum; industrious worker; salary 65s. 49/20, Office of this Paper.

**A.**—QUALIFIED Manager, disengaged, 20 years' experience, A. requires position as Branch Manager, London or Suburbs. Davies, 109 Alexandra Drive, Surbiton, Surrey.

**A**CTIVE Middle-aged Unqualified, experienced Retail, Hospital Dispensing, wants permanency; locum; available now. Prescriber, 50 Harders Road, S.E.15.

**A**N Experienced Senior; capable; all branches good-class Retail; tall, single, disengaged, Unregistered; permanency; London and Provincial experience; any distance; excellent references. T. W. H., 57 West Street, St. Philips, Bristol.

**A**S Locum, Manager or Assistant, "not registered"; over 30 years' London experience; whole or part time; Counter, Book-keeper, Dispensing and worker; London only. "Prescriber," 130 Scott-Ellis Gardens, N.W.8.

**A**SSISTANT; experienced Dispenser and Salesman, Photographic; single, active, elderly; unregistered. Aspirin, 61 Fartown Green Road, Fartown, Huddersfield.

**A**SSISTANT, Lady, Unqualified experience; 10 years' Counter, Toilet, Photographic, Windows, &c.; disengaged. White, Pharmacy, Hadlow, Kent.

**A**SSISTANT, Unqualified, desires position, anywhere; best all-round West End experience; disengaged. "M.", 25 St. Stephen's Road, Bayswater, W.2.

**A**SSISTANT, Unqualified; experienced Counter, Dispensing; part time, locum. Write C. G., 2A Yalding Road, Bermondsey, S.E.16.

**B**RANCH Manager (30), Qualified, married, tall, seeks permanency; competent Dispenser and Salesman, good Photographic knowledge; well recommended; disengaged. 49/40, Office of this Paper.

**D**ISENGAGED Locum; all-round experience; highest references; reasonable salary; few open dates. Chemicus, 56 Rudloe Road, Clapham Park, S.W.12.

**E**VENING Post; Qualified; West End experience; excellent references; London. P.C.B. 120/33, Office of this Paper.

**I**F YOU WANT sound, reliable, experienced Locum, middle aged, open dates May 28-August 11; town, country. Howell, 22 Natal Road, New Southgate, N.11. 'Phone: Bowes Park 3582.



**CLEAR OUT**—your Old or Damaged Stock of Photo Goods. Why keep them any longer? Turn them into CASH. I GIVE BEST PRICES for Old Films (damaged, fogged or expired dates); Packet Papers. Cards (any sizes). Old Photo Goods or Cameras. Bromide Papers. Plates (all sizes, all makes). Send any goods in the photo line. I buy all, good or bad. Cash per return. A good price for all Cameras. Send them along.

**S. E. HACKETT, 23 July Road, Liverpool**

## OPTICAL QUALIFICATION

The next Examination for the **FELLOWSHIP DIPLOMA** of the NATIONAL ASSOCIATION OF OPTICIANS will be held in **LONDON**

on Wednesday and Thursday, August 1st and 2nd, 1934  
Last date of entry, Thursday, July 5th.

Syllabus and full particulars from The Secretary, N.A.O.,  
130 Princes Road, Liverpool, 8

**JUNIOR** or Improver; Young Lady; Hall Certificate; experience Dispensing and usual shop routine; Eastern Counties preferred. 49/46, Office of this Paper.

**LADY** Assistant (Hall), disengaged, experienced Dispensing and Counter, requires full-time post. 49/41, Office of this Paper.

**LOCUM**, experienced; booking June and July. Write for open dates and terms, Chemist, 39, West Crescent, Darlington.

**LOCUM** or permanency (42); Unqualified; tall, active, reliable; undeniable references; travel immediately; abstainer; moderate terms; disengaged. Mack, 18 Aycliffe Road, W.12.

**LOCUM**; permanency; South Coast, London; free June 16; 11 years' experience; highest credentials; every satisfaction; well recommended; Unqualified. 49/11, Office of this Paper.

**LOCUM**, Qualified; middle-age; well recommended; moderate terms; active, reliable; anywhere. B. B., 57 The Causeway, Potters Bar, Middlesex.

**LOCUM**, Qualified (25), male; free June 11; London or Suburbs only. Chemist, 102 Streathbourne Road, Upper Tooting, London.

**LOCUM**, Qualified (32); highly recommended; available one or two weeks from June 18; country or seaside; excellent all-round experience; well acquainted with Photography and Cinematography, all systems; moderate terms. B., 31 Winchester Avenue, London, N.W.6.

**LOCUM**, thoroughly reliable, with highest references, open for immediate and future bookings; Unqualified. F., 131 Mount View Road, N.4.

**LOCUM** (30), Qualified, excellent references, thoroughly experienced, free from May 28, desires posts for June. "M.P.S.," 2 The Crescent, Cricklewood, N.W.2.

**MANAGER** (30), Qualified, married, Scot, desires progressive post; accept locum work; free now. "Chemist," 59 Lyndhurst Avenue, Twickenham, Middlesex.

**M.P.S.** (34) seeks Manager's position in London; thoroughly experienced; reliable; excellent references; free after fortnight's notice; £4 weekly. 49/15, Office of this Paper.

**QUALIFIED** Chemist, elderly, disengaged, desires post Dispensing; short hours; terms moderate. "Registered," c/o 4 Moorpark Road, Northfield, Birmingham.

**RESPONSIBLE** position required, M.P.S. (24); 5 ft. 10 in., good appearance and address; experienced all branches; reliable, trustworthy; London or near; free one month; four guineas. 50/20, Office of this Paper.

**UNQUALIFIED** (22), Part I, desires holiday post until October; 5 ft. 9 in.; hard worker; excellent references; free immediately; 47s. 6d. (outdoors). 49/49, Office of this Paper.

**UNQUALIFIED** (27) requires post immediately; good all-round experience; coast or provinces; South preferred. "Reliance," 90 Bovill Road, S.E.25.

**50S. WEEKLY**.—Locum, free until July; widely experienced man; seaside or country. Ajax, 45 Burwell Road, London, E.10.

## REGISTRATION AS A PRIVATE LIMITED COMPANY AFFORDS EFFECTIVE SAFEGUARD TO YOU & DEPENDENTS!

Write for particulars of the many advantages and our exceptionally LOW "INCLUSIVE" FEES.

**SATISFACTION GUARANTEED.**

**THOS. WATTS & WALKER LIMITED**

(Company Registration Agents)

**OXFORD CHAMBERS, 9 OXFORD ST., MANCHESTER, 1**

Telephone Central 6269.

## WHOLESALE.

**A** REPRESENTATIVE (age 30), first-class record, strong connection London and Provinces, desires change; Drugs, Packed Goods, Perfumery. 49/36, Office of this Paper.

**A**S Representative to reputable firm, young Qualified Man, Retail trained; connection Northern English Counties; salary, commission, expenses; good references. 50/8, Office of this Paper.

**A**DVERTISER, Retail and Wholesale experience, desires representation Wholesale Druggists or Sundries; live connection North and North-West London. P.C.B. 120/20, Office of this Paper.

**A**MBITIOUS and Energetic Chemist's Assistant (26), at present with one of the leading Retail and Wholesale Businesses in Glasgow, desires positional change as Representative; good appearance and personality; knowledge of Therapeutics and Pharmacology. 49/7, Office of this Paper.

**A**N Accomplished Medical Interviewer and skilled Propagandist, with wide experience and a unique knowledge of Medical Men, their requirements and susceptibilities, desires re-engagement. "Zealous," 21 Gloucester Place, Brighton.

**C**HEMIST'S Son (17½ years), good education, seeks situation in Toilet or sundry bouse; City experience. "I," 49/52, Office of this Paper.

**C**OUNTER-HAND, experienced Wets, Drys, seeks job, any capacity; quick, careful; excellent references. H., 62 Angel Road, Edmonton, N.18.

**F**IRST-CLASS Representative, at present representing one of the leading Perfumery houses in this country, desires change; would consider one or two good Agencies for established proprietary lines; strong personal connection Lancashire, Yorkshire and Cheshire. 47/9, Office of this Paper.

**T**RAVELLER, exceptional connection Chemists, Stores, &c., Home Counties, wishes to represent first-class house; commission and expenses basis. 47/11, Office of this Paper.

**Y**OUNG MAN, Matriculated, seeks situation with Manufacturing Chemists; 7 years' retail experience; capacity for intensive work and study. 48/7, Office of this Paper.

**7 YEARS'** experience Pill Making; Young Man (25), with knowledge of coating and tablet compressing, desires change. 50/3, Office of this Paper.

## FOR SALE.

(Articles to the value of £5-£50.)

**B**ARGAIN.—National Cash Register, used only 4 years; prints total takings. Write R. Mann, 35 Almond Road, Northumberland Park, Tottenham, N.17.

## MISCELLANEOUS.

**C**HEMISTS' FITTINGS.—We hold an immense stock of Drug Fittings, Dispensing Screens, Glass-fronted Counters, Perfumery Cases, Nests of Drawers, Wall Cases, Silent Salesmen, Upright and Flat Counter Cases, Plate Glass Counters, Cash Tills, Display Stands and Glass Shelves, &c., at competitive prices. F. MAUND & E. BERG (SHOWCASES), LTD., Shop Fitters and Shop Front Builders, 175/9 Old Street, London, E.C.1.

**F**OR Chemist's Shop Fittings send to **GEORGE COOK**, The Working Shopfitter. Drug Fittings, Wall Cases, Serving Counters, Dispensing Screens, All-glass Counters, Counter Drawers. Rough sketches free. Lowest prices. Send your requirements to 27 Macclesfield Street, E.C.1. Phone Clerkenwell 5371.

**F**OR SALE, 60 £1 shares, 5 per cent. Cumulative Preference, Camwal, Ltd. Apply J. Elliot Lamb, Solicitor, Caistor, Lincoln.

**S**ECOND-HAND BARGAINS, all Reconditioned and Repolished.—Mahogany plate-glass Silent Salesman, 6 ft. by 2 ft. square, £9; 6 ft. All-glass Counter, £7 10s.; Bent plate-glass Counter Case with Toothbrush Case, £7 10s.; Perfume Case and Desk mirror back, £6 10s.; Counter Cases from 50s. upwards. Call and inspect, **PHILIP JOSEPHS & SONS, LTD.**, 90/92 St. John Street, Clerkenwell, E.C.1. Telephone: Clerkenwell 2191. "Pharmacy Fitters for over a Century."

Price lists, trade circulars, samples, and printed matter can in no case be forwarded, the Box numbers being intended exclusively for specific answers to particular advertisements. The Publisher reserves the right to open and refuse to forward any communications received which he may consider contrary to this rule.



# **THE ANNUAL SPECIAL ISSUE**

OF

## **THE CHEMIST AND DRUGGIST**

**will be published on June 30, 1934**

It will contain in addition to the usual advertisements, Supplements printed in Photogravure and Two-colour Letterpress—Black and Red and Black and Green—on Buff imitation art paper.

These pages will close for press on the following dates:—

<b>PHOTOGRAVURE - June 7</b>
<b>COLOUR PAGES - June 14</b>

Advertisers wishing to avail themselves of special announcements in these attractive forms are requested to communicate promptly with :

The Publisher,

**THE CHEMIST AND DRUGGIST**

**28 ESSEX STREET, STRAND :: LONDON, W.C.2**

Telephone : Central 6565.

Telegrams : "CHEMICUS, ESTRAND, LONDON"

**BRANCH OFFICES :**

49 County Buildings,  
Cannon Street,  
MANCHESTER

19 Waterloo Street,  
GLASGOW

54 Fosters Buildings,  
High Street,  
SHEFFIELD

155 Ave. de Wagram,  
PARIS